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# CANNER PACKER

DECEMBER 1960

CANNED • DRY • FROZEN • GLASS

a consolidation of:
CANNER and FREEZER
FOOD PACKER
WESTERN CANNER and PACKER

Western packer integrates canning plant with freezing, storage facilities . . . . . 29

Mid-West glasspacker devises simple sewage treatment plant . . . . . 34

Eastern potato chip plant uses modern methods for local market . . . . . 32

# A winning team needs a "strong bench"

When you buy Duraglas containers or their closures from Owens-Illinois, you acquire the rights to a "strong bench" of technical and merchandising skill.

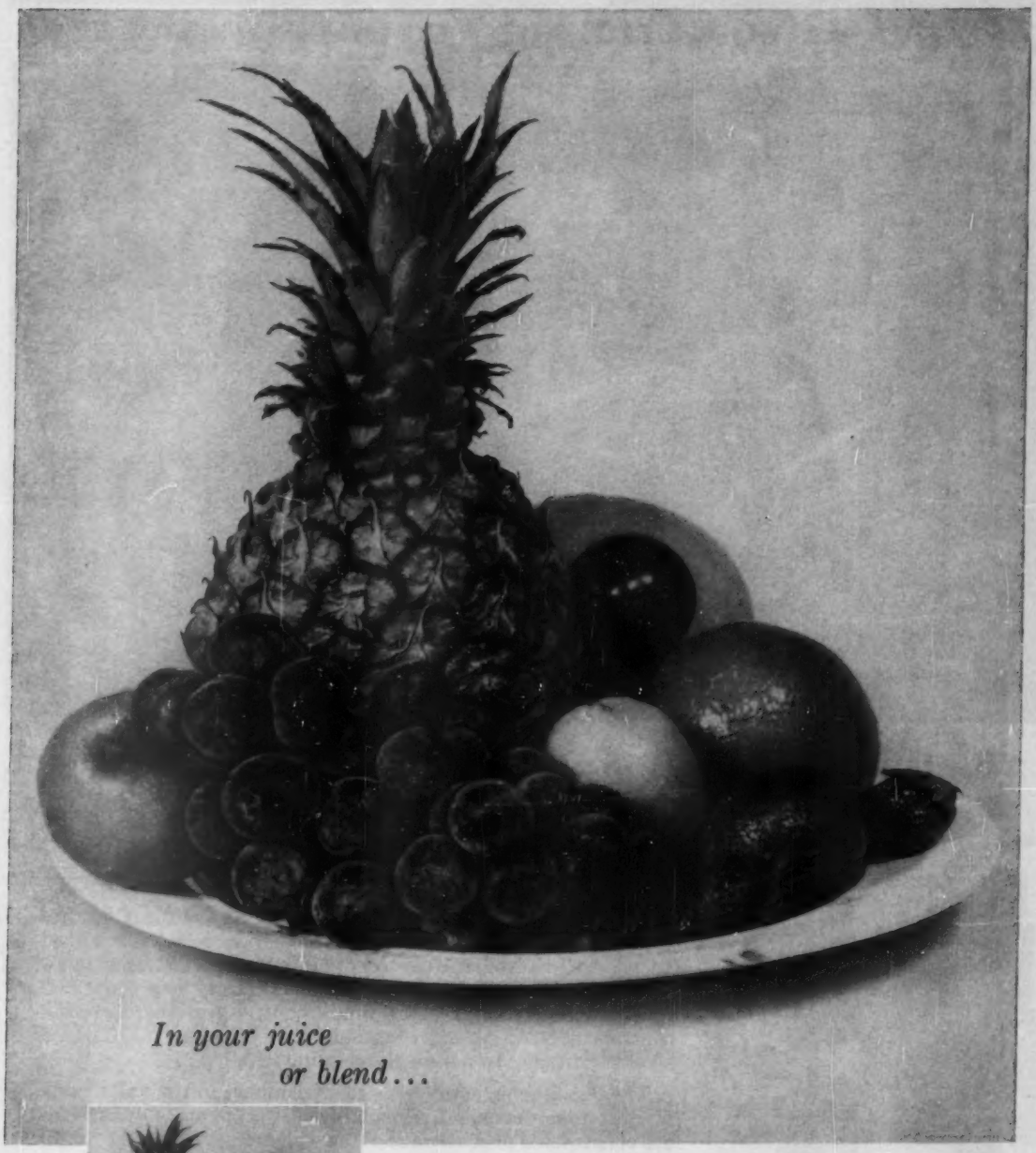
On call are specialists in designing packages and making them perform efficiently in your plant and where your products are sold.

Ask your Owens-Illinois salesman. Call him at your nearby O-I office or write Owens-Illinois, Toledo 1, Ohio.

DURAGLAS CONTAINERS
AN (O-I) PRODUCT

OWENS-ILLINOIS
GENERAL OFFICES • TOLEDO 1, OHIO
PACIFIC COAST HEADQUARTERS • SAN FRANCISCO

*Keep Faith With Nature—Guard Her Goodness*



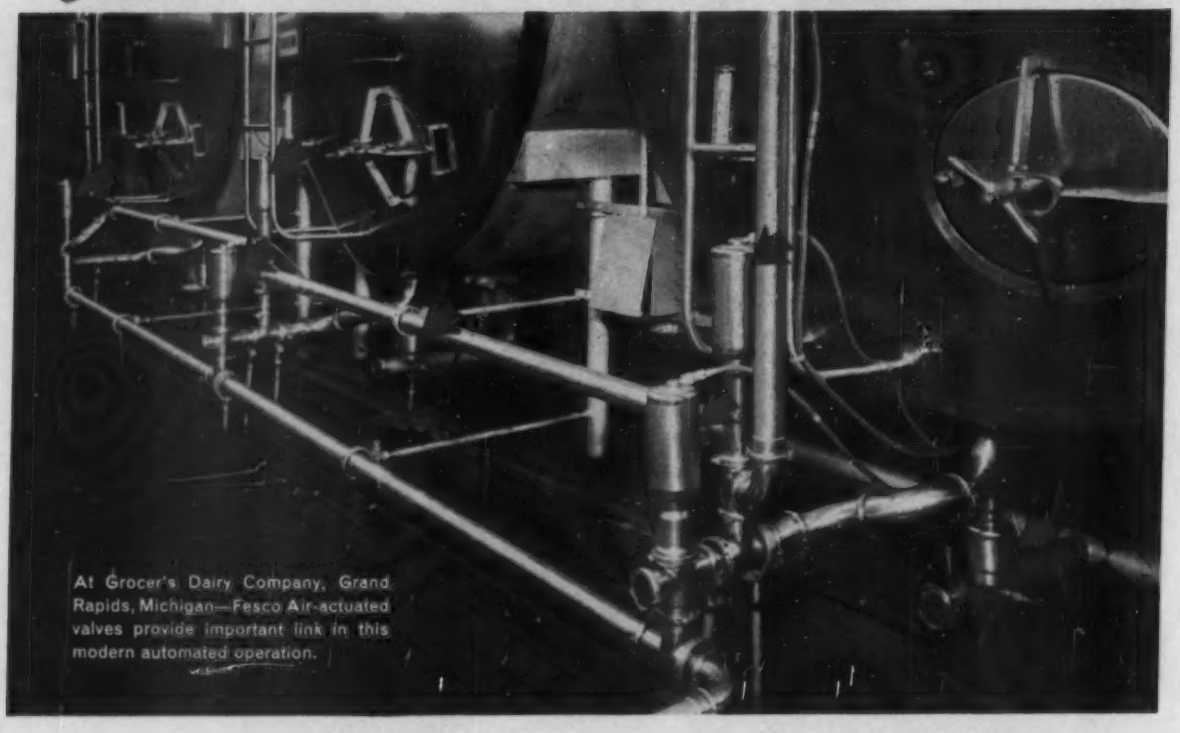
## STANDARDIZE—*don't jeopardize*

Nature never standardizes the vitamin C content of fruits. Nature's never uniform. Uniformity varies. So standardize—don't jeopardize—juice uniformity.

Standardize on juice excellence, with Roche® vitamin C (ascorbic acid). Capitalize on quality. Give fruit juices and their blends: acceptable vitamin C levels, ripe-fruit-flavor richness, a nutritional label claim.

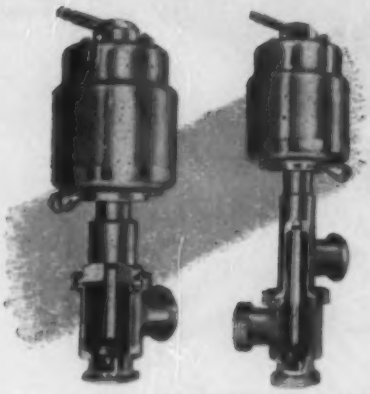
©1960 HLR INC. FINE CHEMICALS DIVISION **HOFFMANN-LA ROCHE INC.** Nutley 10, New Jersey

# Fesco AUTOMATIC AIR-ACTUATED VALVES



At Grocer's Dairy Company, Grand Rapids, Michigan—Fesco Air-actuated valves provide important link in this modern automated operation.

## The fast action, fast cleaning choice for automation



*Ask your nearest Tri-Clover Distributor about Fesco Valves, for either "C-I-P" or Processing operations. Or write Tri-Clover Division for detailed recommendations for your specific application.*

Wherever you find a need for accurately controlled automation of dairy, beverage or food processing operations you will find versatile, fast action Fesco Automatic Valves.

These efficient fast acting valves, manufactured by our Fesco Division (formerly Food Equipment and Specialties Co.), are backed by many years of practical experience and specialized knowledge in automatic control of processing and cleaning lines. The valves are available in all standard sanitary sizes for actuation by remote, manual or automatic control. Automatic process control can be achieved by pressure, temperature, flow or liquid level conditions, to meet your requirements.

The dependable actuator is easily coupled to the valve body for fast take-down and reassembly. All seats and O-ring seals are constructed of material having wide acceptance in the dairy and food fields and are unaffected by food or liquid products and cleaning solutions.

With the addition of Fesco Valves, Ladish Co. continues to keep pace with the latest technological advances in the Dairy, Food, Beverage and Chemical-Process Industries.

*See your nearest Tri-Clover Distributor.*

F-139

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**Brantford, Ontario**

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**LADISH CO.**
*Tri-Clover Division*
*Kenosha Wisconsin*

# CANNER PACKER

volume 129, number 13 DECEMBER 1960



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COVER: Potato chips are packed by automatic and semi-automatic machines at the Hunt Potato Chip Co., Braintree, Mass. These and other efficiencies are described in an article beginning on page 32, which tells how a small packer keeps his plant up-to-date.

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# INSTANT STARCHES

**FOR READY-MIXED SPECIALTIES**

# TURN OFF THE HEAT!

You name it! Cocktail dips, meat sauces, chiffons, chocolate milk drinks, fruit toppings—any dehydrated mix from soup to dessert can be thickened and stabilized with Instant Starches from National.

These new pre-gelatinized starches eliminate cooking, prolonged stirring, cooling. Housewife or chef, you simply add liquid to ready mixed specialties and stir. Another outstanding convenience in modern day specialty foods.

Instant Starches from National give every effect from glossy, crystal clear toppings to creamy homogeneous sauces. They even act as a freshener for cakes baked from mixes. We'd be glad to make recommendations. Just contact your nearest National office.

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And All Principal Cities in the United States, Canada, England and Mexico

CANNER/PACKER BUSINESS NEWS LETTER
totally dedicated to serving canned, dry, frozen, glassed food processors
December 1960

A national peanut laboratory, or a research program in an existing facility stressing a search for new peanut uses, is being proposed by growers and shippers of this popular food. Peanuts are rich in both oil and protein, could form the base for many more products than those for which they are now employed. Already close to three-quarters of a billion pounds of shelled peanuts are used for manufacturing purposes, chiefly for butter, oil and candy.

Frozen salad dressing is a new development by scientists of U.S. Dept. of Agriculture. A dressing made of safflower oil, waxy-rice flour and fresh egg yolks has been proven stable at 10° F., and researchers at USDA's Western Utilization Research Laboratory, Albany, Calif., are now seeking to give the product stability at 0°.

U.S. food firms deny charges made by the socialistic CCF party of western Canada that they are buying up Canadian processed food companies and then shutting down their plants so U.S. foods can go on the shelves instead. One American-owned Canadian packer explains that such shutdowns are consolidations for economic reasons, and that the remaining plants handle as much Canadian produce as ever.

Regional food canners and packers may do more jobbing of the lines of others, and may sell more of their packs through the jobbing efforts of other packers, in the future. This is indicated by the comments of a number of leading U.S. processed food executives, reporting their opinions in a cross-section report in the December issue of Canner/Packer.

An advertising dollar does not produce the same amount of sales in all branches of the food business, Advertising Age reports. In 1959, $22 millions was spent to sell frozen foods, and the business that resulted was $2.3 billions. Bakers spent $88 millions, 4 times as much, but secured sales of only $6.7 billions, less than 3 times as much. Meat packers invested the same amount as freezers, but had sales totaling $20 billions, 8½ times as much. To promote coffee, tea and other prepared beverages, $71 millions was spent in advertising, with a return of $2.6 billion in sales.

New plant and equipment expenditures in 1960 by the U.S. food and beverage industry is now estimated at $940 millions, up sharply from $830 millions in 1959 and $740 millions in 1958. U.S. Dept. of Commerce, which makes the estimates, says that spending went up from a rate of $900 millions per year in the first half of 1960 to a rate of $1 billion per year in the second half.

Foods for the coming U.S. luxury boom should be in the laboratory stage with processed food packers in the year just ahead. Nation's Business says that by 1970 the number of households in the $10,000-and-up income bracket (in terms of 1959 dollars) will double, households in the $7,500-$10,000 group will increase by more than 50%, those in the $5,000-$7,500 category will go up slightly, those below $5,000 will drop by 25%. By 1965 perhaps half of all purchases will be made by the average family because it wants to make them, not because it has to do so.

Goren Packing Co., East Boston, Mass., is building a $500,000 freeze-drying plant. Eugene Fruit Growers Assn. has completed a new 20,000 sq. ft. warehouse at Junction City, Ore. Procter & Gamble has opened a $1 million for Duncan Hines cake mixes in Sacramento, Calif. California Packing Corp. will build a 100,000 sq. ft. plant at Mayaguez, Puerto Rico.

Your challenge of the EXCITING 60's

# —87 BILLION MORE DOLLARS TO BE SPENT!

**LET ANCHOR HOCKING PERSONALIZED SERVICE HELP YOU KEEP YOUR PACKAGING LINES ROLLING TO MAKE THE MOST OF THE SALES OPPORTUNITIES AHEAD!**

Experts predict the economy of the 60's will provide consumers with more income than ever. New markets will be created. New consumers will buy *more* with more "new" dollars.

In competing for new sales and for keeping present markets, glass packaging...with all its appeal, convenience and protection advantages...will be more important than ever before! To help you make the most effective use of *glass packaging*, the Anchor Hocking representative offers prompt, personalized service to keep pace with marketing opportunities.

Your Anchor Man is your contact with Anchor Hocking's Package Engineering and Research Laboratories and Package Design Service. And he works closely with Anchor Hocking plants, making use of their tremendous production capacity to provide dependable delivery on containers and closures. Anchor Hocking Glass Corporation, Lancaster, Ohio—bringing you the extra values of *specialization* in glass packaging.

## ANCHOR HOCKING

*Get set for the exciting 60's with Anchorglass® Packaging—put an Anchor Man on your team*

**Actual comparison testing proves** that M&S Positive Displacement Type Fillers provide the most profitable combination of the four "most wanted" filler features:

**1. High Accuracy.** Exclusive FMC premeasuring principle insures consistent close-tolerance filling for higher case yield per batch on all types of products.

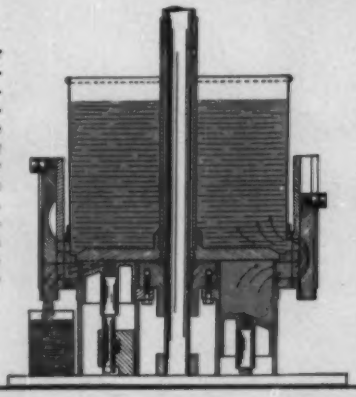
**2. Low Maintenance.** Rugged construction and precision engineering of M&S Fillers assure long life and dependability under the toughest, heaviest production schedules.

**3. High Speed Operation.** The M & S line includes fillers in every speed range—equalling the speed of latest cappers and closing machines—with no sacrifice in accuracy. The new, exclusive FMC "No can—No fill" mechanism for each valve, is now available for high speed operations.

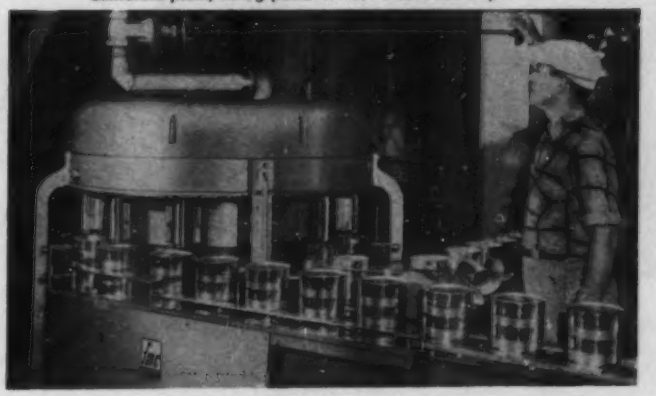
**4. Sanitary by Design.** Available in stainless and non-corrosive type contact materials to meet your specific needs. Quickly dismantled for easy cleaning.

Your FMC representative will gladly show you which M&S Filler Model is best suited for your product. Won't you call him today?

**With FMC—M&S Plunger Fillers you get the time-proven principle of unrestricted *product premeasurement* and *positive injection* into containers by *precision pistons*. No other filling principle offers such a high degree of accuracy. Compare—feature for feature — see why M&S has been the "Standard of the filling industry" for more than 70 years.**



M&S 12 Pocket Filler at Bercut-Richard's Sacramento, California plant, filling paste in No. 10 cans at 72 cpm.



*Putting Ideas to Work*

**FOOD MACHINERY AND CHEMICAL CORPORATION**

**Canning Machinery Division**

General Sales Offices:

WESTERN: SAN JOSE, CALIF. • EASTERN: HOOPESTON, ILL.

# "Knox furnishes 85% of our juice bottles," says production manager of large cranberry cooperative

"Since Knox first supplied us with glass containers four or five years ago, we have increased our consumption of their bottles from 20 per cent of our total to 85 per cent," says the Production Manager of one of the nation's foremost producers and packers of cranberries.*

"This represents a considerable increase in quantity as well as in percentage, because our cocktail production has gone up 50 per cent since 1957, and has quadrupled since 1950," he said.

"There are two very important reasons why we use Knox Glass in such a large proportion. First is their bottle quality—we have enjoyed a tremendous reduction in breakage over the last four years. Glass breakage is not a real problem with us any more.

"The other benefit we enjoy from using Knox is their extremely dependable delivery. They deliver when they promise they will—and this dependability has allowed us to reduce our own bottle inventory from 50,000 cases to 15,000 cases for emergency use only.

"We've found we can depend on Knox."

Contact the new/Knox Glass for your glass container needs: Knox Glass, Inc., Knox, Pa., or any one of 37 sales offices.

*Name available on request

*the new* / **KNOX GLASS**

# Bear Down on FOAM

**with Dow Corning Silicone Defoamers***

There's a *right* tool for every job. In foam control it's Dow Corning silicone antifoamers or defoamers . . . job-proved thousands of times over as the most efficient, most economical, and most versatile foam suppressors available.

* At prescribed levels, are sanctioned by FDA

**FREE SAMPLE**
**and new manual on foam control**

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Please rush a FREE SAMPLE of a Dow Corning silicone defoamer for my product or process, which is (indicate if food, aqueous, oil or other): _____

NAME _____

POSITION _____

COMPANY _____

ADDRESS _____


# LETTERS FROM READERS

## Selling Food Products on Eating Quality

All of us at Steele Canning Co. enjoyed your editorial, "Sell Foods on Eating Qualities—Not on Price," in the November issue of Canner/Packer, very much.

It has been our policy for many years to sell our products on their eating qualities and not on price. Your article contains many ideas which will be very valuable to us and to our food brokers.

We would like to have your permission to reprint portions of your article in our monthly information letter which we send to our brokers. We feel this information would be of great value to our food brokers, and your permission for reprinting will be greatly appreciated.

PHILLIP STEELE
Steele Canning Co., Springdale, Ark.

• *We're delighted to have Mr. Steele, and any other interested reader, quote from or reproduce our suggestions on selling America's fine food products on the basis which is most important to the customer — the pleasure they give in eating*—Ed.

## Slitter by Urschel

In the November issue of Canner/Packer there is an article on the dehydro-freezing of green peas.

The slitting machine is manufactured by Urschel Laboratories, Inc.

JOE URSCHEL
President, Urschel Laboratories, Valparaiso, Indiana.

• *We are sorry that our report on this interesting operation failed to give credit to Urschel Labs for the slitting equipment which, by making minute cuts in the skins of the peas, makes possible both the dehydration and the rehydration of the product*—Ed.

## Dr. Joslyn Returns

I have been absent on leave from the University of California since July, 1958, first on an I.C.A. assignment in Israel and then on sabbatical leave in Switzerland. I am now at the Department of Food Technology, Mass. Inst. of Technology, as a visiting professor for two months, but will return to the University of California early this December.

Shortly after my arrival here my attention was called to the circular referring to the "Processing Technology Handbook Series" which you had prepared. Thank you very much for the flattering description of this series, but I am not the "late" professor of food technology!

MAYNARD A. JOSLYN
Dept. of Food Technology, Mass. Institute of Technology, Cambridge, Mass.

• *We can personally vouch for the fact that Dr. Joslyn, after a most productive period overseas, is hale and hearty at this writing, for we saw him at the frozen food distributors' meeting in New York City in October. His many friends and admirers in the field of food technology will be happy to know that he is home again, and that the suggestion of his demise contained in our circulation promotion piece was "slightly exaggerated"*—Ed.

## Studies Radiation

Having been assigned to a rather detailed project with the title, "Irradiation of Foodstuffs," I though it wise to write you regarding information and/or literature on the subject.

I would be most grateful to you if you would arrange to forward to me some of the above mentioned literature, as well as your special report on Radiation Sterilization which appeared in 1955.

FRED VAINS
Food Technology Division, Hawkesburg Agricultural College, Richmond, N.S.W., Australia.

• *We have sent Mr. Vains material on ionizing radiations from our files, and invite other interested readers to correspond with him directly*—Ed.

## Opens Fruit Cannery

Having financed the construction of a plant for the packing of pineapple, and of other products of the north of Peru, we would appreciate your sending us your most recent edition.

FLORA VERAN
Cadena Envasadoa San Fernando S.A., (temporary address) 120 Avenido Santa Maria, Miraflores, Lima, Peru.

## Farm Labor

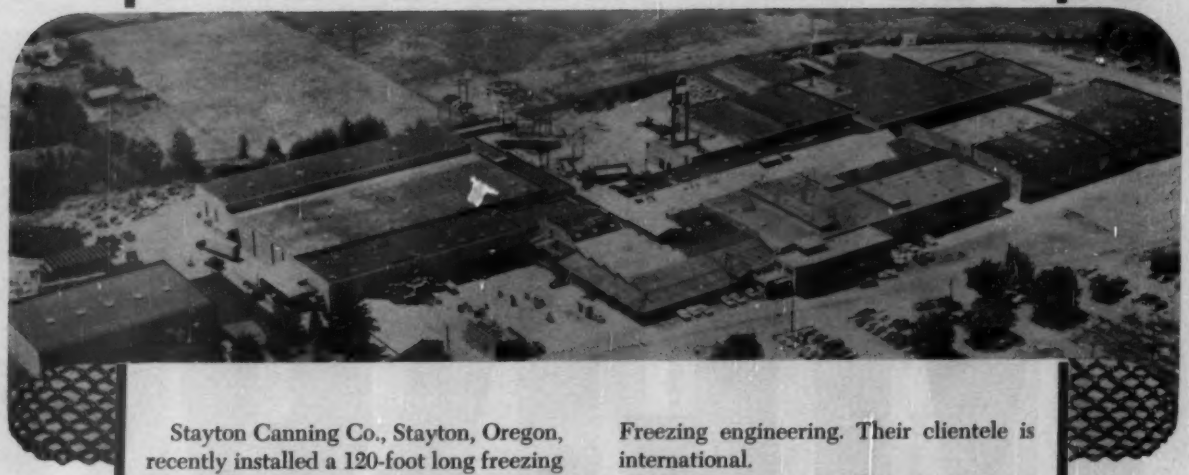
Re: your editorial (Sept. issue) on problems resulting from efforts to unionize hired farm workers. We, too, are concerned with work stoppages which occur especially at harvest time Department representatives have inquired at first hand into the recent disputes. We shall keep in close contact with the situation and will continue to urge that the interests of farm operators are protected equally with those of hired workers.

TRUE D. MORSE
Acting secretary, Department of Agriculture, Washington 25, D. C.

## World's Largest Bean Processor Utilizes

# BELT FREEZING AND STORAGE FACILITIES

## Engineered by MONROE *Food Machinery, Inc.*



Stayton Canning Co., Stayton, Oregon, recently installed a 120-foot long freezing tunnel with a woven mesh stainless steel belt. Their production increased so tremendously that a new 15 million pound storage warehouse has just been added to the plant. Stayton's refrigeration equipment holds the warehouse temperature at −5 and the Belt Freezing tunnel at −25 degrees. The refrigeration system was designed and engineered by Monroe Food Machinery, Inc., Thermal Engineering Division. Monroe is one of the world's largest firms specializing in Belt Freezing engineering. Their clientele is international.

Belt Freezing installations economically operate at from 50 to 24,000 pounds per hour. Monroe specifies York refrigeration equipment for precise temperature control, minimum dehydration, and minimum weight loss.

The Belt Freezing process will handle all types of freezing operations, eliminating separate installations for plate and buggy freezing. Belt Freezing may be the answer to more profitable production in your plant.

*Write or phone for a*
PRODUCTION AND STORAGE ANALYSIS BY AN EXPERIENCED MONROE REPRESENTATIVE.

MONROE FOOD MACHINERY INC.

200 River Road
Milwaukie Industrial Area
Portland 22, Oregon

**MONROE ENGINEERING + YORK EQUIPMENT = MAXIMUM PROFIT**

# NOW IN ITS SEVENTH YEAR!
# CONTINENTAL'S HARD-HITTING MERCH DIGEST

The Merchandiser Digest's special "Promotion Pointers" column, many customer-stopping display ideas, timely photos, and frequent eye-appealing color inserts, have been adding telling force to canned food selling since 1954. This is all part of Continental's extensive service to the canning and supermarket industries across the nation. And enthusiastic response from many supermarkets is proof of the Digest's selling efficiency. Every month the Continental Can Company will continue to focus

CANNED FOODS

*Merchandiser Digest*

CONTINENTAL CAN COMPANY, 100 E. 42nd ST., NEW YORK 17, N. Y.

## How an Independent Ups Sales 20% with Canned Foods Ideas

# ANDISER KEEPS THE FOCUS ON CANNED FOODS

attention on important canned food news and effectively bring it to over 100,000 supermarkets throughout the country.

## CONTINENTAL CAN COMPANY

*HERCULES*

# "BEEF-UP" YOUR REPEAT SALES WITH HVP-CENTURY

The initial sale is important but volume is built on repeats. That's why so many food processors are including Hercules HVP®-Century powdered in their formulations for the flavor of well-browned beef. It's a flavor that brings satisfied customers back to the counter again for "seconds."

HVP-Century, a total hydrolyzed vegetable protein derived from wheat protein, contains 100% of all the amino acids derived from the hydrolysis with none of the monosodium glutamate removed.

The latest addition to Hercules' full life of HVP powder and liquids and MSG, HVP-Century offers many possibilities for cost savings and processing advantages.

A four-page data sheet is available to provide complete specifications on HVP-Century as well as information on how to compute cost savings and convert formulations. A data sheet and a sample of HVP-Century, which has FDA acceptance for use in many applications, can be obtained by writing:

*Huron Milling Division, Virginia Cellulose Department*

*HERCULES POWDER COMPANY*

INCORPORATED

*Hercules Tower, 910 Market Street, Wilmington 99, Delaware*

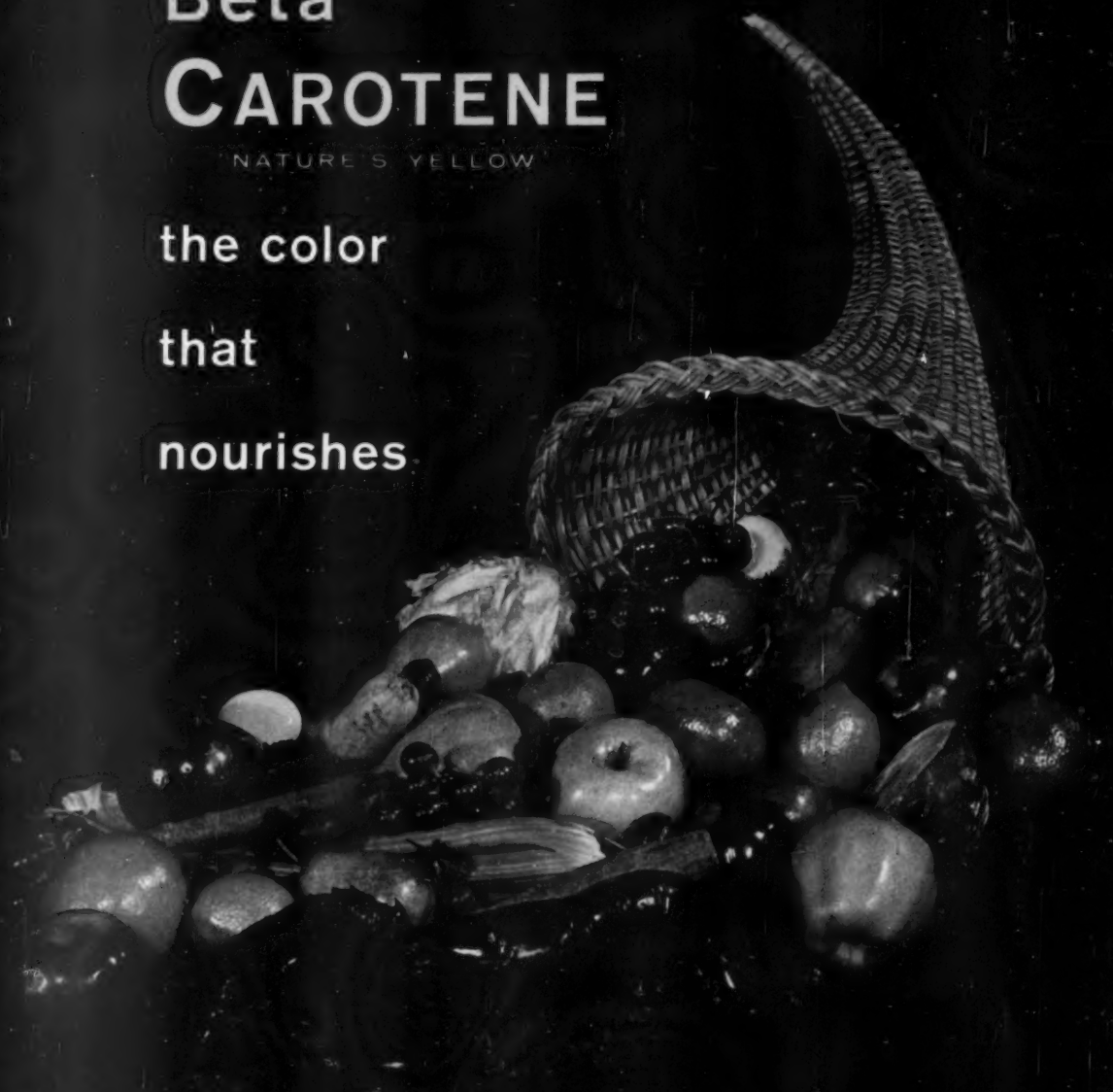
VH60-7

KEEP FAITH WITH NATURE — GUARD HER GOODNESS

# Beta CAROTENE

NATURE'S YELLOW

the color
that
nourishes



**COMES RIGHT FROM ROCHE**

FINE CHEMICALS DIVISION **HOFFMANN-LA ROCHE INC.**, NUTLEY 10, NEW JERSEY

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KEEP FAITH WITH NATURE—GUARD HER GOODNESS

# Beta CAROTENE

'NATURE'S YELLOW'

## the Versatile Color

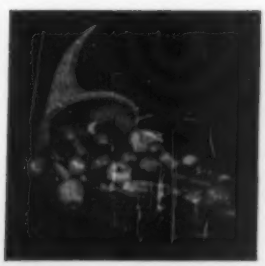
*RECOGNIZED*
*SAFE AS A NUTRIENT—SAFE AS A COLOR*

| | |
|---|---|
| **ACTIVITY** | *Beta CAROTENE is the Color that Nourishes. Its vitamin A activity is 1,666,666 U.S.P. units per gram.* |
| + **AVAILABILITY** | Six practical, convenient forms for every food use. |
| + **MISCIBILITY** | In either water-base or oil-base foods. |
| + **POTENCY** | Greater color values that count, from a small amount. |
| + **PURITY** | Virtually 100% pure. Free from useless extractives or residues. |
| + **QUALITY** | Achieved by meeting the most exacting specifications. |
| + **SAFETY** | Recognized safe as a nutrient. Accepted in U.S.A. and many other countries. |
| + **UNIFORMITY** | Standardized, unchanging, true color, lot after lot. No tinge of green or red. |
| + **UTILITY** | Recommended for foods and beverages requiring yellow to orange color. |

**Add up to *versatility* for Beta CAROTENE**
**the Color that Nourishes**

**USE IT FOR** Margarine • Shortening
Salad and Cooking Oils
Mellorine & Ice Cream Products
Pie Crust & Cake Mixes
Baked Goods • Frozen Foods
Fruit Drinks, Fruit Juices & Concentrates
Puddings & Egg Yolk Products
Gelatine Desserts • Confections
Dessert Toppings • Popcorn
Cheese • Soups • Creamed Foods

***Send for samples and technical literature.***



Vitamins come RIGHT from Roche®

FINE CHEMICALS DIVISION **HOFFMANN-LA ROCHE INC.**
*Nutley 10, New Jersey: NOrth 7-5000 • New York City: OXford 5-1400*

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**ROYAL CHANTENAY CARROT**—smooth-skinned, straight-sided and blocky in shape, with solid reddish-orange interior core and flesh. Longer and more uniform than standard Red Cored Chantenay for more useable flesh and greater recovery. Royal Chantenay is often from 15 to 50% higher-yielding than standard Red Cored Chantenay strains. It has excellent flesh texture and flavor. Roots are 6½ inches long, and cylindrical. Maturity: 68 days.

# more profit per ton uniform interior color

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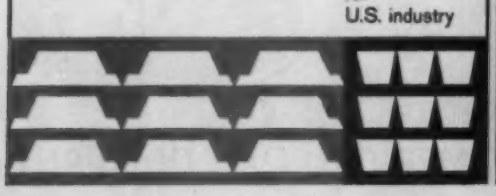

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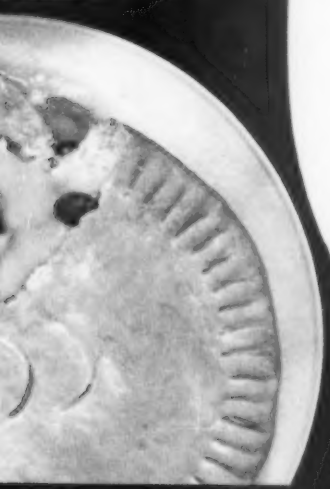

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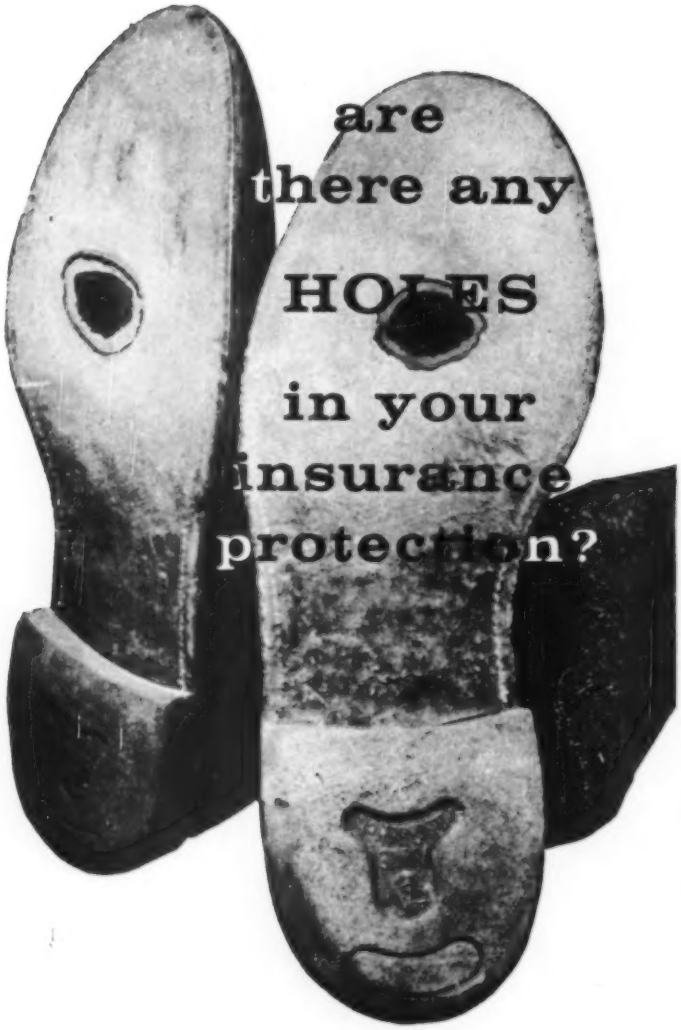


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# Should One Packer Job Another's Products?

Should food packers use their distribution facilities to handle packs of others on a jobbing basis? Does it pay the producer of the pack to have another processor distribute for him?

Canner/Packer asked a number of U.S. processors these questions, following an article on a firm which did job the lines of others (see August, 1960, pages 36-37). Here are their comments.

### Jobbing Good for Some Firms—Not for Others

We, as primary manufacturers of ingredients used in the food manufacturing industry, do not believe that it is desirable for us to act as a jobber for the packs of others.

We do have some customers, however, who act as jobbers for other products. We think this is quite proper and desirable, since they are set up so that they can do this at a profit.

*—Arthur N. Prater, president, Gentry Div. Consolidated Foods, Corp., Glendale, Calif.*

### Products Determine Value of Jobbing

The whole question evolves around the individual packers, their desires so far as distribution is concerned in a given area, the product which they are handling and its peculiarities if any. It's pretty hard to generalize on a situation of this sort.

There are some items in our line which in all probability we could work very effectively through a (jobbing) operation. Other items would not be adapted.

*—G. Robert Squires, vice-president, Ocoma Foods, Co., Omaha, Neb.*

### Smaller Packers Could Benefit

Most of the canners in the Pacific Northwest are processing a larger volume than the local area demands, so they need to select distribution over a much larger market area, and have to depend on jobbers or chain stores in these areas to distribute their products. I doubt if any such arrangement (as jobbing) would be compatible with our operation.

It is conceivable, however, that smaller canners that do not have a sales department could successfully market through our sales organization and ship in pool cars with us, but of course, ideally, their products should be of a different commodity.

*—Edward I. Pitkin, manager, Eugene Fruit Growers Assn., Eugene, Ore.*

### Packer Jobbing Is Not on the Increase

I think there are advantages and disadvantages.

For the small packer who has a label established on some particular item, I think it is advantageous to work with another food packer acting as a jobber. . . .If a packer has a number of items under his own brand, it is probably best to handle the sales and distribution by himself.

I do not believe that the handling of food by another packer, acting as a jobber, is on the increase in the processed food field. To the best of my knowledge, very little of this is being done here in the East.

*—F. J. Miller, vice-president, Curtice Brothers Co., Rochester, N. Y.*

### Competition May Lead To More Jobbing

We, of course, do use brokers whose time must be divided among other noncompetitive lines, but our experiences in the past of having others charged with the responsibility for selling our brands have always been unfortunate.

I am sure there are other companies, however, where such an arrangement would be successful, and I suspect as competition continues to intensify this type of operation will probably increase.

*—John M. Fox, president, Minute Maid Corp., Orlando, Fla.*

### Service Appreciated by Food Chains

We have been doing this for several years, and have found that it is of assistance to us in helping us to have a full line of merchandise so that we may act as sort of a wholesale grocer for the food chains in the manner in which they buy today.

It seems that they desire a supplier who can provide them with many items in mixed cars and trucks, and who is willing to supply small quantities of many items rather than a straight truckload of one item.

I feel sure, also, that had we not arranged to take over the full pack of some of the smaller canners that are supplying us on a jobber basis, they most probably would have had to go out of business due to lack of proper financing.

*—David S. Johnson, president, Lord-Mott Co., Inc., Baltimore 31, Md.*

### Has Worked Well When Sold Under Distributor's Label

Over the years we have bought custom-packed merchandise from other packers, acting as their jobber or distributor, and thus have successfully developed business in some products which would not have supported a manufacturing operation of our own. We have, also, on a more limited basis, packed our products for other manufacturers or packers under their label, and we have found this to be a quite satisfactory arrangement.

In such instances, my philosophy is that the purchasing packer or manufacturer should buy the products from the original packer at prices which would permit him to sell through the customary jobbing trade and yet make a satisfactory margin of profit. In other words, here I think the buying packer should be given the benefit of a portion of the producing packer's ordinary mark-up.

*—L. Evert Landon, president, Nalley's, Inc., Tacoma, Wash.*

### Prefers Packer Sales Force But Jobbing Has Merit Too

If a packer can handle his own sales . . this is certainly to be preferred. Getting the job done first-hand seems to us to give the packer better control of his merchandising and an awareness of marketing problems as they develop.

On the other hand, we know that the small packers are unable to afford a full-scale sales effort, which . . is the reason many of them sell through food brokers. Here in the Northwest we have a somewhat similar situation to the case of Mrs. Clark's Foods which

you describe in the August issue—namely, Chet's of Eugene, Ore. These people have their own sales force, working the markets they cover, and in addition, to help defray the cost, they handle three or four non-competing lines on a brokerage basis.

*—George H. Robertson, North Pacific Canners & Packers, Inc., Portland, Ore.*

### Depends on the Packer

I do feel that it is particularly desirable for one food packer to act as a jobber for the packs of others. However, I do see a great need for small packers to offer their products through other reliable packers, provided the control aspects of quality, shipments and service may be offered to the buyer.

*—William R. Draper, Draper Food Products, Inc., Milford, Del.*

### Difficult to Represent Jobbed Vegetable Products Adequately

I feel that with the items Kuner-Empson Co. packs, which are pickles and vegetables, it would not be a good situation for us to sell someone else's (products) or for them to sell ours.

This is a very competitive business, and I certainly think that you would always try to sell your own products first.

When you go in to a buyer of one of the chain stores today, it is all you can do to take up his time trying to sell your own product. But, when you come in with three or four different items of peas, for instance, from different packers, I think you defeat your purpose for bothering this buyer.

Also, I think price, which has been varying so greatly throughout the industry the last few years, would also create quite a problem. . . In the specialty fields, this may be (of possible merit), but in the vegetable and pickle business, the way it is today, I do not feel that this type of merchandising is possible.

*—M. K. Tescher, president, Kuner-Empson Co., Brighton, Colo.*

### Financial Considerations Dictate the Answer

Jobbers, when it is to their best interest to do so, become manufacturers. The writer's opinion is academic that, under similar circumstances, packers would feel free to become jobbers.

The practice seems to be spreading in the food manufacturing field, and (whether or not to adopt it) is certainly a question that must be answered by each manufacturer.

There are no moral or ethical reasons why such a practice shouldn't be exploited; the decision, generally speaking, is strictly financial.

*—Lewis A. Hirsch, president, Hirsch Bros. & Co., Louisville, Ky.*

### Would Consider Selling Own Products on This Basis

Due to our location and method of distribution, it would be quite difficult for us to job the products of others.

However, we would be happy for other packers to handle some of our foods on a jobber basis, in the areas in which this would not conflict with our present distribution plan.

I feel that this type of merchandising operation is increasing.

*—Theodore Phillips, president, Coastal Foods Co. Div., Consolidated Foods Corp., Cambridge, Md.*

### Sales Methods Determine Value of Jobbing

As we see it, the method used in the sale and distribution of a food product will have a great deal to do with determining whether or not the products of other packers can be successfully handled.

Since Mrs. Clark's Foods (described in Canner/Packer in August, 1960) maintains a corps of trucks, and sells more or less on a direct basis, I feel such an operation would lend itself very nicely to the sale of kindred products.

*—B. Trappey, B. F. Trappey's Sons, Inc., New Iberia, La.*

### Needs Cooperation Between Packer and Distributor

The practice might make it possible for relatively small packers, or packers with a very short line, to improve their distribution and at the same time reduce the cost of such distribution.

In such an operation, of course, both parties would have to use unusual care to see that their particular requirements were serviced in the manner best suited to their own needs.

I can see no objection to the practice, and can see many cases where it would be helpful to both parties. In fact, I am sure much more of it is being done than we realize.

*—L. E. Felton, president, Green Giant Co., LeSueur, Minn.*

### Profits Too Small To Be Attractive

While we have a selling set up where we contact the retail grocer and chain store in the western New York area, and have tried selling other company products in the past, we were not able to get sufficient profit or fee for doing the work to justify the expense involved. Also, with the desired concentration of interest on behalf of our products—having 82 different items available for the salesmen to sell—it was necessary that they devote their entire time to selling our products rather than something else.

*—William V. Bindnagle, president, Haxton Foods, Inc. Oakfield, N. Y.*

### Sees Conflict-of-Interest Problem in Practice

I'm from the old school, and negative on the practice of one packer acting as jobber for the packs of others.

I think co-packing for a label of another is all right, but feel it not good for the best interests of both.

*—F. Nephi Grigg, president, Ore.-Ida. Potato Products, Ontario, Ore.*

### Not Enough Profit In the Operation

The food commodities we pack carry a low margin of profit, therefore we feel it impractical generally to use another packer's products and act as a jobber. We do, however, do this in a limited way by handling Arkansas greens, spinach, green beans and a few other products.

*—Ivan H. Morgan, president, Morgan Packing Co., Inc., Austin, Ind.*

### Right Facilities Needed For Such an Operation

It seems that the question could well be directed specifically at those packers who have direct distribution facilities, either to retailers or to wholesalers. But to canners who pack under buyers' label almost exclusively, as we do, I don't believe there is any opportunity for this type of activity.

*—Gordon J. Verhulst, Calumet-Dutch Packing Co., Sheboygan, Wis.*

### Better for Specialty Packers than for Canners

We would be inclined to think that the trend in this connection would be pretty well confined to (food specialty manufacturers). We do not see how there would be any appeal to a canner who has any business over any broad geographical area, although there could be exceptions to the rule on the part of small local canners.

*—L. W. Brown, vice president, National Fruit Product Co., Winchester, Va.*

**FIVE THOUSAND ACRES** of corn are grown for processing by the 200 members of Stayton Canning Co. in Oregon. To insure fast handling of the crop, harvesting and packing are synchronized in a program in which mechanical picking is paced at an average of 1½ hours ahead of processing. At left above, I. E. Parberry, field department manager, uses two-way Motorola mobile radio to keep production officials informed. At right, an FMC picker harvests five tons per hour from a field of Fred J. Fery, cooperative member.

# Flexible Canning-Freezing-Storage Set-up Completed by Stayton Canning Co.

By LEO J. LIVINGSTON

One of the world's large frozen food plants has been integrated with the canning operations of Stayton Canning Co., Stayton, Ore., in the last phase of a 10-year expansion program. The latest addition to the cooperative's facilities—putting a total of eight acres under roof—is a 200 x 200 ft. zero storage, adding 15 million lbs. capacity to the original 7-million-lb. refrigerated warehouse area.

The plant already had an efficient and flexible production department, through which an ever-increasing quantity of green beans and corn have been flowing each season to canning and freezing processing equipment. Included in this complex are three freezing lines, including two 110-ft. tunnels with 5-ft. belts, and a third and newer unit 120 ft. long with an 8-ft.-wide Cyclone woven stainless steel mesh belt.

The latter was the first tunnel of its type when it was installed four years ago. A single-pass operation, it is designed so trays or buggies may be loaded from side entrances into individual cells under the freezing belt. Refrigeration capacity is sufficient to handle IQF and package freezing at the same time. It can be continuously operated while being defrosted. In one three-shift 21-hour day this season, 400,000 lbs. of frozen corn was processed, in addition to the day's canned pack.

The big corn pack comes at the completion of a Blue Lake bean operation which jammed full the original storage facilities. In addition, Manager F. M. Smith points out, the company feels there is a growing market for frozen fruits and vegetables—an opinion which resulted in the introduction of frozen beans to the firm's line in 1947, and which is constantly increasing the output in frozen form. In 1959, the plant packed 10 million lbs. of frozen cut corn in addition to 1,000 tons of corn-on-the-cob.

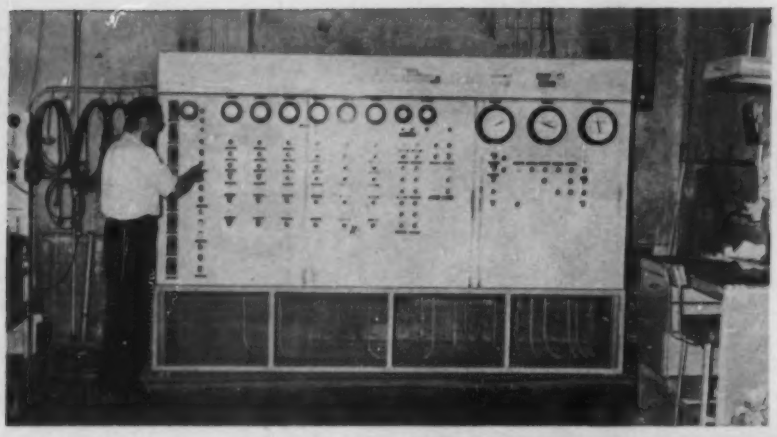
In addition, increasing quantities of the frozen pack are now stored in bulk form, for later repacking, this procedure helping to handle the heavy surge of product at the height of the season. Thus the new storage facility became a necessity.

The warehouse has a 25-ft. ceiling, which allows stacking finished goods five pallet-loads high. The space is divided by a fireproof partition into two equal rooms, which can be loaded from separate entrances. Each chamber can be individually controlled for sharp, mild, warm or dry storage.

Most of Stayton's frozen vegetable pack goes out under the "Flav-R-Pac" label of North Pacific Canners & Packers, Portland, Ore., the cooperative marketing agency of which the firm is a long-time member.

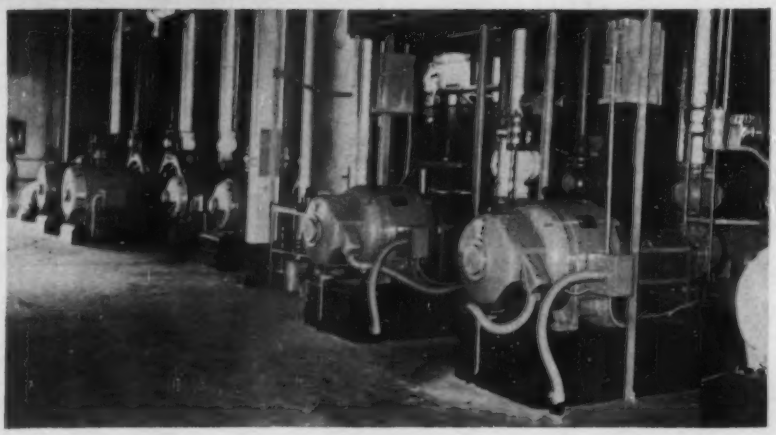
Details of the Stayton corn operations are shown on the following pages.

**HARVESTING AND PRODUCTION** are also synchronized at Stayton when it comes to quality control. At left, James Morris, chief food technologist, pours corn into a Waring blender to prepare it for moisture and maturity tests. Steinlite electronic unit at left also will be used. At right, Mr. Morris and William Johnson cut some samples of the finished packs of corn and beans, examining them for quality and checking the weights with the Exact Weight over-under scale in the background.



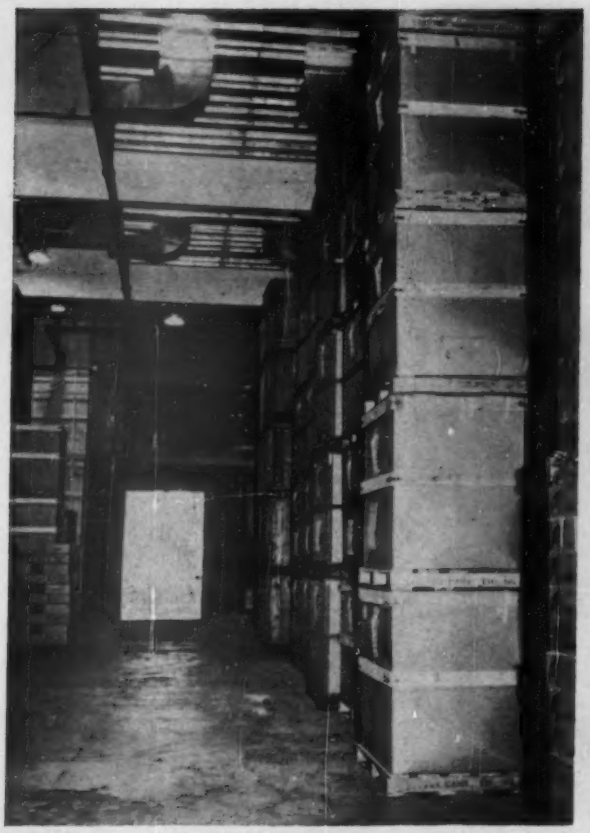
**AUTOMATION** is provided for in the Stayton refrigeration set-up, when necessary controls are added. At present, rotary compressors are equipped with wound-rotor motors and drum speed controls for manually matching the capacity of the boosters to the load and the system. The high-stage compressors automatically adjust to the load requirements of the boosters. To the left, Nick Fehlen, refrigeration superintendent, adjusts one of the units through the control panel. Minneapolis-Honeywell strip recorders keep a 120-day temperature log for 20 stations in the new storage.

**NEW REFRIGERATION ENGINE ROOM** at Stayton is seen at right. It is a two-stage York compression system, with all top-feed liquid ammonia recirculation. Featuring flexibility, its 400-ton capacity is built to operate the new storage plant at —10°F., and the newest freezing tunnel at —25°F. The installation was engineered by R. K. McCormack of the thermal engineering division of Monroe Food Machinery, Inc., Portland.



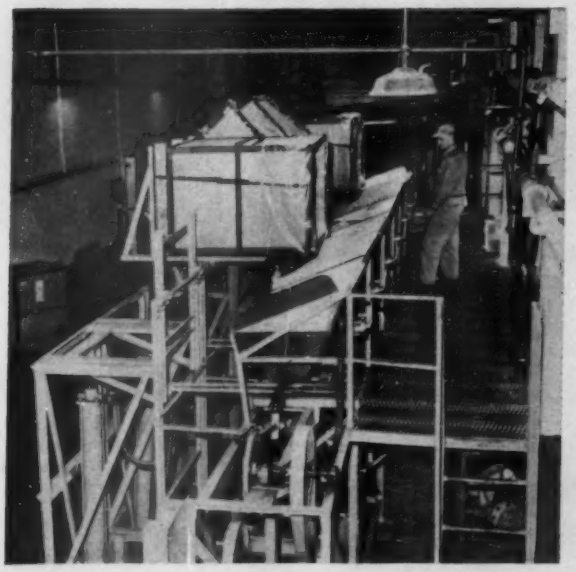
**CORN IS CONVEYED** into the plant from the unloading dock at the rate of 40 tons per hour and is fed to a battery of 16 FMC huskers, a few of which are seen at far left. It then is given the first of several inspections, and about 5% of the tonnage is deemed of roasting-ear quality and is selected for cob packing.

**TRIMMED TO UNIFORM LENGTH**, the ears are hand-packed into DuPont Mylar bags, which are then automatically heat-sealed and vacuum-packed in a single operation. The balance of the corn is graded into fancy and extra-standard, and then goes to the cutters to be made ready for whole-kernel canning and freezing.



FOR INTERIM BULK STORAGE, Stayton was one of the first to use bins, some of which are seen at right above. Note small distribution fans in the ceiling. There are 20 of these in each chamber, plus two coils with double blower units, and with automatic water defrost working on alternate units at 12-hour intervals.

CORN COMING DIRECT from the freezers, or from bulk storage, is fed into a high-speed packing line. Handling cartons ranging from 9 oz. to 2½ lbs., equipment includes Marapak cartoning units, Package Mchry. Co. wrappers, and the two FMC Sureway case-packers seen above. Cases are by Container Corp. of America.



BULK BINS of frozen vegetables are mechanically dumped to start repacking operation, which is carried on during winter months. These fibre containers are film-lined, are supported by metal frames, and hold 1,300 lbs. of product each. Items are repacked singly, or blended into succotash and mixed vegetables.

TWO-POUND RETAIL BAGS of frozen corn and other vegetables are also packed at Stayton. Here a Hayssen Compak unit forms, fills and seals polyethylene bags at the rate of one every 1¼ seconds. The bags are hand-cased at the end of the line in the background, and then are returned to frozen storage.

POTATO CHIPS are cooked in four minutes, after being peeled and sliced, in this equipment at Hunt Potato Chip Co. in Massachusetts. In the background is a recent plant addition, a Surf generator which permits continuous recirculation of the frying fat.

# 3 Aids to Potato Chip Quality

## *Modern raw material control, processing and packaging used by New England's Hunt*

By Kenneth A. Andersen

One hundred and seven years ago—when the potato chip industry was born in accidental fashion—all that anyone required for going into the business was a sack of potatoes and a kettle of deep fat. It was still that way, more or less, back in 1913 when George Hunt's name has a highly-mechanized operation which turns out about 4,000 pounds of chips daily and delivers them with a fleet of 12 trucks over an area up to 50 miles from the plant.

AFTER FRYING AND SALTING, chips are caught in plastic-bag-lined drums, and transported to a feeding station, where they go into the hopper seen at left. This supplies two conveyor systems, each feeding a separate bag-filling machine.

George Hunt sold out, in 1920, to Shelly Neal; he in turn retired in 1955 and sold the plant to Forrest Parmenter, the present owner. Mr. Parmenter started with the firm as a part-time helper while still in his junior year at high school. The plant became semi-automatic in 1937. Since then much additional equipment has been installed, so that today operations are representative of modern mechanized industry procedures.

### Limited Area Operations Typical

Hunt Potato Chip Co. is not big by some standards, but the chip industry doesn't support many giants. Ninety per cent of production is reportedly spread among some 200 localized operations such as Hunt's. Although the problem of distribution is probably not insolvable, it is a factor when contemplating growth. A five-pound lard tin, for example, would contain only three pounds of chips. More than 10,000 trucks and 2,000 tractor-trailers are said to be used to deliver potato chips to retailers.

Manufacturing problems center around the quality and availability of vegetable oil and the main ingredient—potatoes. As for oil, Hunt's seeks to make sure that what it uses is top quality, and to keep tabs on price fluctuations. As for potatoes, Hunt's is critically involved.

### Watching Raw Product Quality

By industry standards, the lighter colored chip is the better product—not only in appearance but in specific gravity and starch content. Too high sugar content—a factor which causes the chips to cook dark—is avoided so far as possible.

Uniform product quality is related to harvest conditions. Temperatures of 40° F. or less increase the sugar content, while anything above 70° causes premature sprouting. Potatoes for Hunt's are dug from the ground while it is at a middle point—about 55°. This temperature is maintained, by use of heated trucks if necessary, and in temperature-controlled bins at the plant. Each shipment is placed in a bin, marked as to source and date received, and run through as a unit. Heating at the plant is accomplished by forcing warm air through from the undersides of the bins.

Mr. Parmenter works directly with grower suppliers. Although most stock used at Hunt's comes from Maine, new potatoes from the south are utilized during the between-season period. The latter are not considered as stable as

the Maine product and must be carefully watched.

### Mechanized Processing

With modern equipment, manufacturing is quite simple. At Braintree, processing begins with delivery to a pit with a takeaway conveyor. In four minutes, potatoes are peeled and sliced. In another four, they have been moved through the deep fat, drained, salted, and are ready for packaging.

At Hunt's, a Surf generator has recently been installed which circulates the oil in a continuous process, eliminating any possible waste. This is a major improvement over the hand kettles of the old days, when the fat used to flare up in flame as often as three times in a single day. It takes from four to five pounds of potatoes to make one pound of chips, while that same pound consumes about a quarter of a pound of oil.

Chips ready for packaging are poured from bulk stock drums into a bin which in turn feeds two conveyor systems, each concerned with a different series of bag sizes. Hunt's makes up packages selling for 5c, 10c, 25c, 49c and 69c, as well as 3lb. cartons and 3-lb. tins. One machine, manufactured by Woodman, handles the 5c and 10c bags, while a Wright unit fills the 25c, 49c and 69c sizes. Just recently, Hunt's added a Wright Bagmaster, fully automatic and adjustable for any size bag.

### Bagging Efficiency Is Improved

Hunt's progress, as well as that of the industry, may be viewed through its experiences with packaging. Formerly, girls filling by hand worked with a quota of 20 dozen 5c bags per hour. Thus, three girls were able to turn out 60 dozen in 60 minutes. The same three girls are able to turn out 200 dozen with the semi-automatic Woodman machine. The Wright Bagmaster, requiring only one attendant, can also produce 200 dozen daily.

The Bagmaster will not replace, but supplement, the equipment at Hunts, to satisfy increased demand and meet heavier seasonal requirements. Hospital, school, and hotel usage have greatly leveled out consumption of what used to be a highly seasonal product. Demand does increase in summer, however, reaching a peak on the Fourth of July (although the second highest peak shows up at New Year's Eve). To satisfy summer demands, Hunt's maintains a distributing point to the south on Cape Cod at Hyannis, Mass. This outlet is little used during the winter, but flourishes in the summer with vacationing crowds.

Hunt's does not, for the most part, prepare its product for private label distribution. The one exception to this is the fact that it supplies the Howard Johnson chain of restaurants, an association of which Hunt's is quite proud. In general, however, Mr. Parmenter believes it to be good business sense to push your own product under your own name.

**TWO HUNDRED DOZEN 5c bags are turned out daily on this Wright Bagmaster, latest addition to Hunt's equipment. Hopper at left feeds elevator in center, while at right chips are weighed, bagged and sealed. They are then hand-packed into shipping cases.**

To popularize its brand Hunt's has sponsored a contest conducted by a local radio station, for one month's duration. Prizes were awarded to winners among those who returned the firm's labels to the station. It is believed that many new customers were thus introduced to Hunt's.

Hunt's carries allied products only to the extent that they are conveniences to its accounts. Some items, such as popcorn and potato sticks carry Hunt's label; others do not.

### Progress Has Been Great

Hunt Potato Chip Co., along with the industry, has come a long way in the past 40 years. With the average per capita consumption running perhaps four pounds annually, Americans will consume an estimated half billion dollars worth of potato chips in 1960. Cooking has developed from the old hand kettles to processes which are completely mechanized. The finished product, instead of sitting around in boxes or barrels at the old country store is now packed, sealed and delivered the same day it is cooked.

**TWIN BAGGING OPERATIONS are seen here. At left, Wright unit fills 25c, 49c and 69c bags, which pass through heat-sealer to lazy-Susan case-packing station. In background, Woodman machine turns out 5c and 10c sellers. Note spare hopper assemblies on wall.**

MUCH OF THE SALT STOCK is in tanks at the Medina plant. While more pickles are hauled in from salting stations in the mid-West, the pickle tanks at Medina increase the wasteload.

# Simple Sewage Treatment System for a

## *Flow is regulated automatically; bacteria works in acid; wastes are aerated by cavitation—and H. W. Madison satifies Medina, Ohio*

Humming from a 7½ h.p. motor and a slight movement of the surface of the liquid are the only signs of activity from the sewage treatment plant at the H. W. Madison Company, Medina, Ohio.

Beneath the surface, a new type system for aerating liquid wastes is at work. And the microflora (including bacteria, yeasts, molds and fungi) are decomposing the solids and purifying the liquid whose pH is between 3 and 5, a degree of acidity usually considered extremely difficult for aerobic digestion.

The new sewage treatment plant became necessary when the city outgrew the capacity of the city treatment plant. The city officials met with those of the H. W. Madison Company and decided that the company's waste treatment requirements must be greatly reduced.

### Waste Volume Is Regulated

Since the flow of wastes from the pickle plant varies from 35,000 to 125,000 gallons per day, it was necessary to install two 35,000 gallon tanks to collect the waste. A Simplex Flow Controller maintains a relatively constant flow to the treatment plant (day and night on a 7-day week basis).

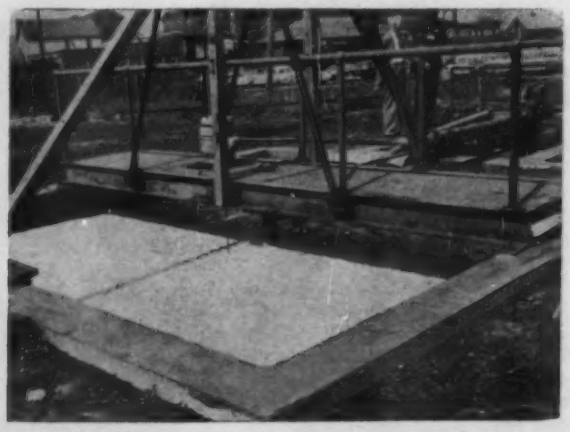
In most large cities, waste from industrial plants is accepted into the city treatment system. A company usually pays a rate based on volume of waste and B.O.D. (Biochemical Oxygen Demand—a relatively simple laboratory test which measures the parts per million of oxygen required to purify the waste).

### Town Is Too Small

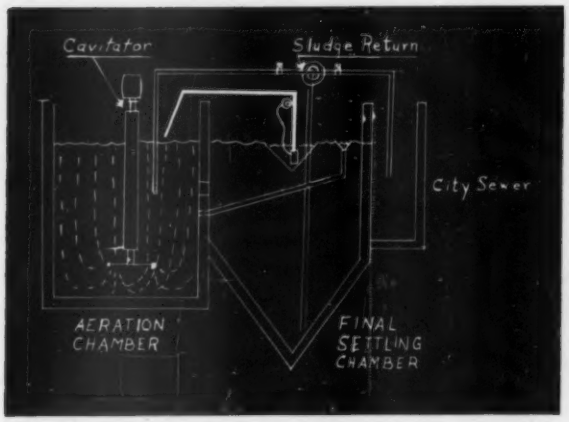
Medina, Ohio, a city of 8500, has the problem of handling waste from The H. W. Madison Company, which in itself would be equivalent to the amount associated with about 4000 persons.

Medina's problem became the H. W.

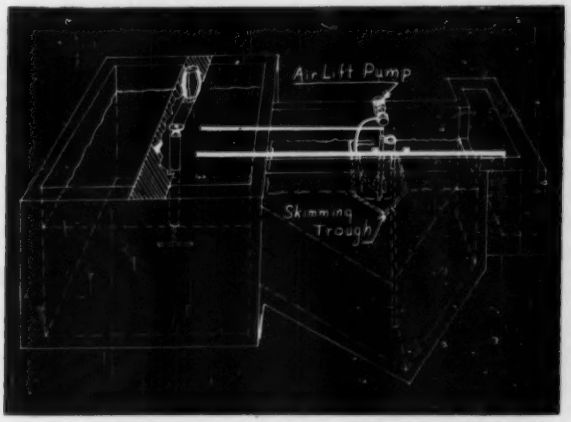
RATE OF FLOW of waste from the H. W. Madison Co. is equalized throughout the day, 7 days a week, by directing flow to these two 35,000 gallon holding tanks. Lawrence Turney, (above) is director of research for the company, designed the system that operates automatically.



AUTOMATIC TIMERS AND CONTROLS set the rate of flow into the first stage of the treatment plant. Here in the aeration chamber a 7½ h.p. motor drives a rotor located near the bottom of the tank. Air is pulled down a tube into the rotor and is forced into the liquid.




SCHEMATIC DIAGRAMS of the H. W. Madison Co. treatment system, show aeration and settling tanks in two views. Treatment process employed is the modification of the activated sludge process known as aerobic digestion.




# Pickle Plant

Madison Company's problem as the city met stiffer state restrictions on the amount of B.O.D. dumped into public waters.

In order to reduce the B.O.D. of the waste by approximately 30%, The H. W. Madison Company adopted a new treatment system. The heart of it is an aeration device that emits a cone of air bubbles from the bottom of the sewage pit. The device, called a Cavitator, is manufactured by Yeomans Bros. Company, Melrose Park, Illinois.

Air is drawn from atmosphere down through a tube and is dispersed into the waste through openings in a rapidly revolving rotor. The centrifugal action of the rotor blades forces a profusion of tiny air bubbles into the liquid. Oxygen absorption is believed to be greatest in this defined zone of direct communication. During the operation of the Cavitator machine, the waste is re-cycled, flowing to the surface of the tank and down again where it once more combines with air being introduced from atmosphere by the rotor. There is further oxygen absorption during the circulation and re-cycling of the wastes within the aeration tank.

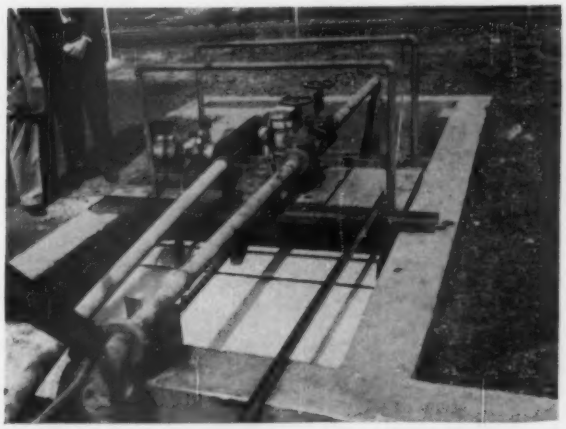
### Bacteria Work in Acid

The H. W. Madison Company may have a unique system for the treatment of waste. Since waste from a pickle plant usually has a pH of 3.5 to 4, it is customary to neutralize it before treatment. Oxidizing organisms are not expected to work in a highly acid medium. However, Mr. Turney, a biochemist, found in preliminary experiments with the Yeomans Cavitator, that microflora capable of operating efficiently in this medium are not uncommon.

Since the installation of the Cavitator system in 1958, the sewage treatment plant has been operating almost automatically. A flow controller maintains relatively uniform flow from the two 35,000 gallon tanks to the aeration chamber. The overflow from this chamber carries the waste into the final settling chamber. The sludge is returned by pump from the settling tank to the aeration tank.

In most treatment systems, the sludge settles to the bottom of the settling tank. But only a small portion of the sludge associated with pickle wastes in this system sinks. Most of it floats. While the original design of the system had the sludge siphoned off from the top in a small skimming funnel, the large amount of floating sludge in the pickle wastes required a second return system. A skimming trough three feet deep collects the floating sludge which is returned to the aeration tank by an air lift pump.

The H. W. Madison Company has its business offices in Cleveland, Ohio. Mrs. H. W. Madison is President, Mr. James M. Irwin, Executive Vice President and General Manager and Mr. W. A. Murray, Vice President in Charge of Sales.



FINAL SETTLING TANK has three sludge return devices. Two are for return of floatable solids. Return by the skimming trough is through the pipe at right.

SKIMMING CONE or skimming funnel returns floatable material to the aeration tank for further treatment and eventual recycling back to settling chamber.

# "Preserve packer's dream!"

***... an over-all packaging situation so satisfactory, so settled, that the packer need hardly give it a thought.***

Ask a preserve packer to list his serious problems, and it's most unlikely, nowadays, that he'll even mention *packaging.*

Recent developments have stabilized and standardized preserve packaging on such a generally satisfactorily plane that everybody—from packer to user—is well satisfied with things as they are.

Chief element in this happy situation is, of course, the coming of the Vapor-Vacuum ¼-turn "Twist-Off" Cap—and its almost universal adoption for preserve packaging.

• • •

Everybody likes the "Twist-Off". For protection, production efficiency, merchandising advantage, and convenience, it's so generally approved that its industry-wide adoption is easily understood.

*But there's another factor even more important than these cap advantages which needs serious attention here. This is the fact that the "Twist-Off" is a product of White Cap—and, therefore, carries with it a long chain of plus factors. Seen in this light, the wide use of the "Twist-Off" actually grows out of the unique, long-standing relation between White Cap and the preserve packer.*

## *Assurance—present and future*

Preserve packers, like others who sell foods in glass, recognize that the White Cap research which produced the "Twist-Off" is very far-ranging and keeps on doing many jobs that packers want done.

Packers know that new key developments in preserve packaging will come from this same source whenever the need for them develops.

The packer knows, too, that White Cap is his constant ally on the production front. Here, solid help on engineering problems, on packaging line equipment, on preventive maintenance, and on plant economies is always at his elbow.

*So, the preserver works with White Cap—and feels safe in the assurance that, whatever the future may bring, this alliance is one of his major assets.*

**"VAPOR-VACUUM"**
*Seal and Re-Seal*

**WHITE CAP COMPANY**

DIVISION OF CONTINENTAL CAN COMPANY

12-60

NEW "Twist-Off" CAP
NEW "Twist-Off" CAP
NEW "Twist-Off" CAP
NEW "Twist-Off" CAP
NEW "Twist-Off" CAP

# How Tropicana Products, Inc. Packages Concen-

## *Shelf-pack beverge concentrates are canned in Florida*

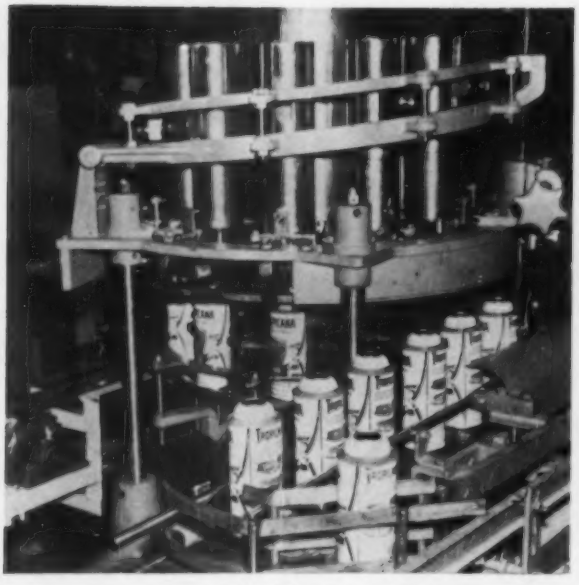
By Porter V. Taylor

Five beverage concentrates are being packed and sold in aerosol containers—one of them still on a market-test basis—by Tropicana Products, Inc., Bradenton, Fla.

Saving in shelf-space, protection from oxidation after opening, convenience and price are all said to be factors in the success of the products, the first of which went to market in 1959. This pioneer, "Orange Supreme," retails at 49c, and is distributed through brokers at $4.70 per 12-can case. When transportation savings are figured in, this price is competitive with that of single-strength canned juices, company officials figure.

In production today are orange, lemon, grape, fruit punch and coffee, the latter being test-marketed in the New York area through dairy channels. A new 20-cans-per-minute packing line has recently been put into operation to handle the demand. The accompanying pictures and captions tell how the department turns out the pack.

**FIVE AEROSOL CONCENTRATES, packed by Tropicana Products, Inc. of Bradenton, Florida, are displayed by David O. Hamrick, vice president in charge of the technical division. Coffee, on the left, is the newest of the quintet, and is still undergoing marketing tests. Tropicana, world's largest packer of fresh chilled orange juice, is highly pleased with reception of its aerosols.**



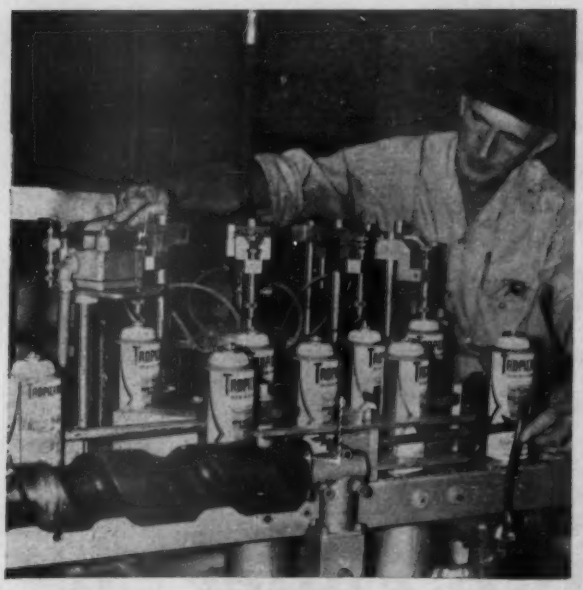
**1 NEW MECHANIZED LINE, which turns out 200 cans per minute against the 45-per-minute line originally installed in 1959, begins with filling concentrates into cans, after the latter have come from an unscrambler into this Pfaudler filler. A Kiwi coder stamps the date-mark on each container. Cans are by Continental Can Co., and use a Tropicana-developed design.**

**2 POLYETHYLENE DIP TUBES have to be inserted by hand, in order to reach the outer edge of the convex bottoms. The curved tubes are placed with the aid of a red-dot guide mark at the top rim of each can. A 9½-oz. aerosol can makes nearly ¾-gal. of beverage, yet occupies only one-fifth the shelf space required for two 46-oz. cans of ready-for-the-table juice-drink or ade.**

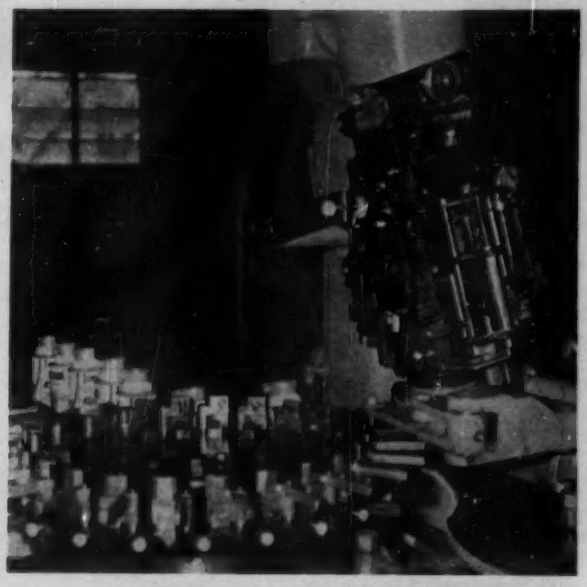
# trates in Aerosol Cans

**3** OXYGEN IN THE AIR is the enemy of many foods, including these products. This 16-head machine not only crimps the tip-tube assembly into place, but also draws out air by means of the air compressor and hydraulic pump partially seen at left. Colton-Alpha made the equipment, and also the machines shown in the next two photographs in this series.

**4** NITROGEN GAS is the propellant used by Tropicana. Pressure varies from about 60 lbs. for coffee to between 90 and 105 lbs. for the fruit concentrates (which are about 72% solids). "Without nitrogen propellant," says Mr. Hamrick, "drinks can be dispensed one serving at a time, without bringing the remainder into contact with air."



**5** TOO MUCH OR TOO LITTLE PRESSURE is gauged by this equipment. If the report is unsatisfactory, a small plunger (at worker's right hand) is raised. As the can reaches the point indicated by the employee's left hand, the equipment "remembers," and a jet of air pressure darts out of the tube and forces the incorrectly-charged container out of the line.



**6** ACTIVATING CAPS go on by hand, and then this Gisholt unit puts sanitary, tamperproof DuPont Cel-O-Seal plastic lids in place over the caps and spouts. Heat shrinks on the plastic covers, after which the cans go to Standard-Knapp casers and then to refrigerated storage. Constant-temperature warehousing is not essential, but is considered desirable insurance at the plant.

**MISS WATSON:** Fearless, you're late this morning. Where have you been?

**FEARLESS FULLER:** I stopped off at the local fire station.

**MISS WATSON:** For a quick game of checkers?

**FEARLESS FULLER:** No, Miss Watson. This happens to be the season of the year when our men in blue are quite busy repairing toys for some of our city's less fortunate youngsters.

**MISS WATSON:** A wonderful undertaking. But how do you fit in?

**FEARLESS FULLER:** Well, as you know, they get all types of toys. Wooden toys, metal toys, plastic toys, rubber toys, china dolls —almost everything imaginable.

**MISS WATSON:** I guess that's true.

**FEARLESS FULLER:** Well, repairing broken toys requires adhesive in many instances, so Captain Barnes called on me for advice.

**MISS WATSON:** Did you solve his problem?

**FEARLESS FULLER:** Yes. Fortunately, Fuller makes many, many types of adhesives. We've got an adhesive suited to practically any bonding job.

**MISS WATSON:** You mean, for instance, Fuller even has an adhesive for bonding metal to metal?

**FEARLESS FULLER:** That's right. As the famous comedian says . . . we got a million of 'em!

**MISS WATSON:** How are you going to write off the adhesives you're donating to fix the toys?

**FEARLESS FULLER:** I'll slip the cost into my expense account.

**MISS WATSON:** Under what category, pray tell?

**FEARLESS FULLER:** Christmas spirits, Miss Watson. Christmas spirits.

**MISS WATSON:** Fearless, you're the best boss a girl ever had.

**FEARLESS FULLER:** Thank you, Miss Watson. It's just that a Fuller man always knows the solution to adhesive problems.

*Your Fuller man is ready with the correct solutions on any adhesive problems for you, too. Contact your near by plant.*

# H. B. Fuller Co.

INDUSTRIAL ADHESIVES

St. Paul, Minnesota

St. Paul, Minn. • Atlanta, Ga. • Buffalo, N.Y. • Chicago, Ill. • Cincinnati, Ohio Dallas, Tex. • Kansas City, Mo. • Linden, N. J. • Los Angeles, Calif. • Memphis, Tenn. • Portland, Ore. • So. San Francisco, Calif. • Tampa, Fla. Also Winnipeg, Can. • Fuller Adhesives International, Nassau, Bahamas

## GLASSED FOODS

### Production Picks Up As Tomatoes, Honey Gain

**U. S. pack:** Shipments of glass containers to U.S. food packers by container manufacturers were lagging a little more than half a per cent below 1959 through the first nine months of 1960, according to USDC. Total receipts by processed food firms were 47,931,000 gross in Jan.-Sept., 1959, and 47,608,000 in 1960. The decline was in widemouth units, which dropped from 34,682,000 gross to 33,642,000 gross. Narrowneck deliveries, on the other hand, went up from 13,249,000 gross in 1959 to 13,966,000 gross in 1960's first three quarters.

**Tomato products:** One reason for the gain in movement of narrowneck has been the U.S. tomato situation. Off to a slow start, deliveries have rolled steadily in, and it now appears that the U.S. 1960 pack of catsup and chili sauce will be substantially above 1959. The total harvest of tomatoes for processing is estimated by USDA at 3,909,200 tons in 1960, against 3,508,250 in 1959.

**Honey:** One widemouth glass item which did not fall short was the U.S. honey pack. Against a harvest of 247,523,000 lbs. in 1959, the industry increased its output to 253,354,000 lbs. in 1960, according to preliminary USDA data. Despite the greater output, Sept. 15 stocks are estimated at only 94 million lbs., against 101 millions a year before and 108 millions two years earlier. Increased use of the sweet for food manufacturing purposes may have contributed to the decline in holdings. By geographic areas, the 1960 output compares with 1959 as follows (thousands of lbs.):

| AREA | 1959 | 1960 |
|---|---|---|
| North Atlantic | 17,366 | 19,722 |
| East North Central | 56,396 | 50,936 |
| West North Central | 63,454 | 54,738 |
| South Atlantic | 30,034 | 37,435 |
| South Central† | 28,625 | 30,323 |
| Western* | 51,648 | 60,200 |
| U.S.A. | 247,523 | 253,354 |

*Not including Alaska and Hawaii. †Not including Puerto Rico.

**Peanut butter:** The U.S. peanut butter industry, after setting a new production record in 1959-60, appears likely to do it again in 1960-61. In the first two months of the pack year starting Aug. 1, 1960, peanuts utilized for butter (excluding those going directly into sandwiches in establishments of caterers) totaled 72,164,000 lbs., which compares with 62,865,000 lbs. in the same period of 1959. Processing of substantial quantities by firms under contract to Commodity Credit Corp., for distribution to the federal school-lunch-program, went on in both August and September this year, and helped materially to swell the total output.

## CANNED FOODS

### Meats, Soups, Poultry, Sauerkraut Packs Good

**Meats:** Packs of canned meat items (other than Mexican, spaghetti and soup items) added up to 1,062,300,000 lbs. in the first nine months of 1960, considerably above the 967,400,000 lbs. reported through September of 1959.

**Soups:** The soup-canning industry is having a busy year. The heavy tomato harvest is undoubtedly being reflected in bigger packs of that variety. The useage of meat in soups in the first nine months of this year has been 385 million lbs., up from 375 millions in the like period of 1959. The amount of poultry canned and processed has jumped from 175 million lbs. in the first eight months of 1959 to 231 millions in the first two-thirds of 1960, and much of this tonnage goes into soups. And there have been many additions to the varieties offered, all of which should be swelling the output to some degree.

**Milk:** The canned evaporated milk pack of the U.S. totaled 1,561,800,000 lbs. in the Jan.-Aug. period of 1960, down 6% from the same period of 1959. The canned condensed pack, however, went up 11% to 46,920,000 lbs.

**Fruits:** Packs of U.S. canned fruits recently reported include the following, in thousands of actual cases:

| Item | 1959 | 1960 |
|---|---|---|
| Pineapple, 4 mo. to 10/1* | 13,335 | 13,773 |
| Appies, 1 mo. to 10/1 | 575# | 393# |
| Applesauce, 1 mo. to 10/1 | 5,070 | 5,226 |
| Figs, California | 457 | 658 |
| Peaches, Northwest frees | 1,365 | 1,271 |
| Purple plums, Northwest | 1,791 | 270 |
| Blackberries, Northwest | 202 | 160 |

*Hawaii and the Philippines. #Cases of 6/10s.

**Seafoods:** Through August, U.S. 1960 packs of certain major canned fish items compare with the 1959 period as follows, according to FAWS (thousands of standard cases):

| Item | 1959 | 1960 |
|---|---|---|
| Mackerel | 177 | 446 |
| Salmon, Alaska | 1,778 | 2,530 |
| Sardines, Maine | 1,310 | 1,380 |
| Tuna, California | 7,946 | 7,525 |
| Shrimp, Gulf* | 864 | 808 |

*Complete season, ending July 31.

**Poultry:** As noted above, the quantities of poultry used in the U.S. in canning and other processed foods totaled 230,617,000 lbs. in the first eight months of 1960, against 174,682,000 lbs. during the same part of 1959. Chickens, as always, represented the major share of the 1960 pack, but 51,174,000 lbs. were turkey and 162,000 lbs. were duck and other fowl.

**Peas:** The U.S. canned pea pack is reported by NCA as 26,882,394 cases, down from 29,020,062 in 1959. By regions and varieties, the production in the two years compares as follows (thousands of actual cases):

| Item | 1959 | 1960 |
|---|---|---|
| EARLY JUNE | | |
| Mid-Atlantic | 500 | 315 |
| Wisconsin | 2,480 | 2,366 |
| Other Midwest | 1,994 | 1,879 |
| Western | 800 | 661 |
| Total | 5,774 | 5,221 |
| SWEETS | | |
| New York | 882 | 738 |
| Mid-Atlantic | 980 | 1,029 |
| Wisconsin | 7,300 | 7,292 |
| Other Midwest | 6,444 | 7,483 |
| Wash.-Oregon | 5,722 | 3,889 |
| Other Western | 1,917 | 1,171 |
| Total | 23,245 | 21,602 |

**Sauerkraut:** The harvest has been late this year in various areas, but quality has been good and yields fairly so. Production from contracted acreage is reported by USDA as 134,000 tons this season, against 103,100 last year. Purchases from non-contract acreage, which contributed as much as 50,000 tons in a season, will probably have been lighter than that in 1960.

## FROZEN FOODS

### Poultry, Vegetables Gain But Other Packs Decline

**Strawberries:** Through October, delivery of strawberries to California freezers totaled 67 million lbs. in 1960, against 69 millions in 1959 and 107 millions in 1958. In seven other states (Wash., Ore., Mich., Tenn., Ky., Ark., La.) strawberry deliveries to all types of processors amounted to 134 million lbs in 1960, 152 millions in 1959, and 127 millions in 1958. . . Total U.S. intended strawberry acreage, for all purposes, is estimated at 96,220 acres in 1961, against 95,530 in 1960, according to USDA.

**Seafoods:** The U.S. pack of frozen fishery products, other than convenience items, was smaller in the first nine months of 1960 than in the like period of 1959. The comparable figures are 269,455,000 lbs. in 1959 and 254,822,000 in 1960.

**Potatoes:** U.S. processors used 8,745,000 bu. of potatoes for frozen French fries, and 1,173,000 bu. for

other frozen items, in 1959, USDA reports. In 1958 the usage was 7,352,000 bu. for French fries and 911,000 bu. for other frozen foods.

**Vegetables:** The U.S. 1960 frozen vegetable pack, excluding potato items, has apparently run a shade ahead of last year. The outturns of peas and spring spinach are down, and corn appears to be also, but gains in snap beans, lima beans and various of the fall items are expected to cancel these out, bringing the total pack to perhaps 1,300,000,000 lbs. against the 1,255,000,000 reported for 1959 by NAFFP.

**Eggs:** In the first nine months of 1960, the U.S. egg industry froze 343.2 million lbs. of its product, against 393.6 millions in the Jan.-Sept. period of 1959.

## DRY FOODS

### Fruit Packs Smaller, Potato Usage High

**Fruits:** The U.S. dried fruit pack appears to have been about 410,000 short tons in 1960, down from 438,300 tons in 1959. As the preliminary tabulation from trade sources indicates below, the two big items—prunes and raisins—both have yielded smaller outputs this season. The estimated 1960 pack compares with 1959 data as follows, in short tons (1959 data largely from Dried Fruit Assn. of California):

| Item | 1959 | 1960 |
|---|---|---|
| Apples | 13,000 | 10,000 |
| Apricots | 8,000 | 10,000 |
| Dates | 22,900 | 20,000 |
| Figs | 19,000 | 21,000 |
| Peaches | 8,000 | 6,000 |
| Pears | 1,800 | 1,500 |
| Prunes | 145,300 | 138,000 |
| Raisins | 216,800 | 200,000* |
| Currants | 3,500 | 3,500 |
| U.S.A. | 438,300 | 410,000 |

*Includes 190,000 tons of natural sun-dried Thompsons.

**Vegetables:** The U.S. usage of white potatoes for dry product manufacture went up sharply in 1959, USDA data reveal. Compared with 1958, utilization of the 1959 crop was as follows, in millions of lbs.:

| Item | 1959 | 1690 |
|---|---|---|
| PROCESSING | | |
| Chips, shoestrings | 1,706.3 | 2,022.4 |
| Dehydration | 591.7 | 765.6 |
| Starch, flour | 1,858.7 | 771.8 |
| Frozen French fries | 735.2 | 874.5 |
| Other frozen | 91.1 | 117.3 |
| Canned potatoes | 125.0 | 118.5 |
| Canned hash, stew, soup | 161.4 | 126.2 |
| Subtotal | 5,249.4 | 4,796.3 |
| ALL OTHER | | |
| Fresh shipping | 14,487.4 | 14,293.7 |
| Seed used on farm | 713.4 | 725.3 |
| Household use on farm | 1,043.3 | 977.1 |
| Feed | 389.6 | 303.8 |
| Shrinkage and loss | 1,466.6 | 1,198.7 |
| Subtotal | | |
| GRAND TOTAL | 26,572.9 | 24,328.1 |

**Nuts:** U.S. tree nut harvests are estimated for 1960 as follows, with 1955 data for comparison (short tons):

| Item | 1959 | 1960 |
|---|---|---|
| Almonds | 82,800 | 52,000 |
| Filberts | 10,080 | 8,240 |
| Pecans | 71,750 | 92,925 |
| Walnuts | 62,500 | 72,300 |

**Cocoa and chocolate:** The world 1960-61 harvest of cocoa beans is estimated at about 2,178 million lbs., down from 2,210 millions in 1959-60. As compiled by USDA, crops are summarized as follows, in thousands of lbs.:

| Area | 1959-60 | 1960-61 |
|---|---|---|
| Central America* | 191,150 | 187,250 |
| South America | 549,950 | 527,750 |
| Africa | 1,425,100 | 1,413,100 |
| Asia/Oceania† | 43,600 | 49,500 |
| TOTAL | 2,209,800 | 2,177,600 |

*Includes Mexico. †Excludes Communist-dominated nations.

**Raisins:** World production of raisins in 1960 has been well below the good-sized pack of 1959, according to USDA. By regions, the two years are contrasted as follows, in short tons:

| Country | 1959 | 1960 |
|---|---|---|
| Australia | | |
| Lexias | 8,700 | 10,400 |
| Sultanas | 74,900 | 55,900 |
| Cyprus | 7,500* | 7,500* |
| Greece | 64,000 | 31,000 |
| Iran | 67,000 | 61,000 |
| Spain | 15,000 | 15,000 |
| Turkey | 105,000 | 85,000 |
| Union So. Africa | 6,300 | 6,200 |
| Subtotal | 348,400 | 272,000 |
| U.S.A. | 216,800† | 200,000# |
| TOTAL | 565,200 | 472,000 |

*Data unavailable; 5-year average used. †DFA figure. #Trade estimate.


*CUT COSTS while you increase yield and quality!*

Hamachek-Jarrell
*Automatic FEEDER*

One man can feed four viners . . . placing pea or bean vines into the automatic feeder hoppers using a tractor equipped with a front end loader.

The floating reel of the feeder automatically regulates the amount of vines fed into the viner. The uniform feed obtained increases viner capacity and assures more thorough threshing. Vine truck loads need not be dumped in one location thus assuring adequate vine storage, no trucks waiting, and continuous production.

Most tandem viners are not normally fed to capacity by hand feeding. Customers who do tandem threshing advise the increased production alone pays for their automatic feeders and their labor saving is an extra bonus.

Frank HAMACHEK MACHINE COMPANY

WRITE TODAY . . for detailed information and prices.

Established 1880 Kewaunee, Wisconsin

PEA AND BEAN HULLING SPECIALISTS

# What can lemon juice do for breaded shrimp?

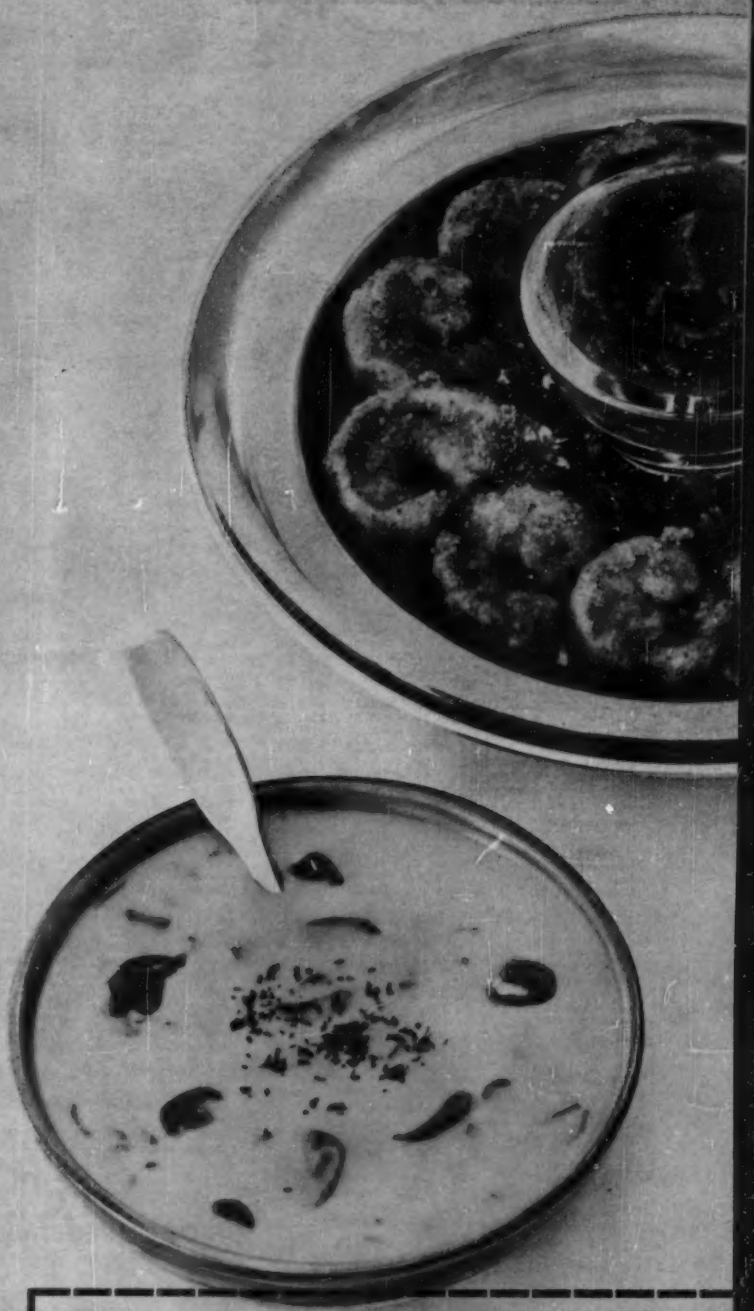
It prevents loss from black spot while shrimp awaits processing. A lemon juice dip (1 part Exchange Concentrated Lemon Juice to 40 parts water) retards darkening enzymatic action, bacterial growth and fishy flavor development. Lemon juice in breading batter helps reduce bacteria count, freshens the shrimp by dissolving out any accumulated trimethylamine, and improves the flavor.

# For canned soups?

Exchange Concentrated Lemon Juice helps improve flavor. Used below the threshold of lemon taste, it enhances characteristic flavors of a wide variety of soups—including cream of mushroom, cream of tomato, vegetable-beef pepper pot and bouillon—without imparting any detectable lemon character.

# For your product?

Send us the coupon today—and let our researchers tell you what lemon juice can do for you.



## Sunkist Growers

Products Sales Dept., 720 E. Sunkist St., Ontario, Calif.

GENTLEMEN: *Our product is* _____

_____ *How can lemon juice help?*

NAME _____

ADDRESS _____

CITY _____ ZONE _____

STATE _____

Exchange

# Processed Food Prices

## CANNED FOOD PRICES

F.O.B. packing plant, per dozen containers, as of the first of the month indicated. Data compiled from latest available price lists of individual packers. Districts as follows:

ATLANTIC (Atl.) — Me., N. H., Vt., Mass., Conn., N. Y., N. J., Penna., Md., Del., Va.
SOUTH (S.) — N. C., S. C., Ga., Fla., Ky., Tenn., Ala., Miss., Mo., Ark., In., Okla., Tex., P. R.
MIDWEST (M.)—Ohio, Ind., Ill., Mich., Wis., Minn., Iowa, S. D., Neb., Kans.
WEST (W.) — Alaska, Ariz., Calif., Colo., Hawaii, Ida., Mont., N. M., Ore., Utah, Wash., Wyo.

Prices are in dollars and cents, with the dollar omitted when the range covers more than one dollar. When the range is 2 dollars or more, the prices are averaged.

$1.75 to $1.95 is written 1.75-95
$1.75 to $2.95 is written .75-2.95
$1.75 to $3.95 is averaged 2.95

## CANNED FRUITS

| | October 1, 1960 —303— | —10— | November 1, 1960 —303— | —10— |
|---|---|---|---|---|
| **Apples, sliced** | | | | |
| Atl. | | .75-10.25 | | .75-10.25 |
| Wes. | | 7.50 | | 7.50 |
| **Applesauce, fancy** | | | | |
| Atl. | 1.25-40 | 7.35-8.00 | 1.40 | 8.25 |
| Wes. | 1.55 | .75-9.25 | 1.55 | .75-9.25 |
| **Apricots, ch. hvis.** | | | | |
| Wes. | 2.05 | 11.20-70 | 2.05 | 11.20-70 |
| **Cherries—Red Tart Pitted, water** | | | | |
| Alt. | | 15.00 | 2.35-40 | 15.00 |
| Mid. | 2.25-40 | .50-15.00 | 2.25-40 | 15.00 |
| Wes. | 2.30 | 13.00 | 2.30 | 13.00 |
| **Cherries—Sweet Unpitted, Wes. Ch.** | | | | |
| dark | 3.42½ | 18.00 | 3.42½ | 18.00 |
| light | 3.42½ | 20.90 | 3.42½ | 20.90 |
| **Citrus—Grapefruit (303 & 46 oz.) fcy. swtnd.** | | | | |
| So. | 1.90 | 9.50 | 1.90 | 9.50 |
| **Citrus-Salad (303 & 46 oz.) fcy. swtnd.** | | | | |
| So. | 2.62½ | | 2.62½ | |
| **Cranberry Sauce (No. 300) fcy. puree** | | | | |
| Atl. | 1.70-75 | | 1.72½ | |
| **Figs, Choice** | | | | |
| Wes. | 2.35 | 12.80 | 2.35 | 12.80 |
| **Fruit Cocktail, choice** | | | | |
| Wes. | 2.07-12½ | 11.35-50 | 2.17½ | 11.35 |
| **Fruits For Salads, fcy.** | | | | |
| Wes. | 3.05 | 16.75 | 3.05 | 16.75 |
| **Olives, Ripe (No. 1 Tall) Wes.** | | | | |
| lg. | 2.90 | 18.10 | 2.90 | 18.10 |
| ex. lg. | 3.00 | 18.80 | 3.00 | 18.80 |
| **Peaches—Clingstone, Wes. ch.** | | | | |
| slice | 1.62-70 | .50-9.00 | 1.62-70 | 8.75 |
| hlvs. | 1.70-75 | 9.25-50 | 1.70-75 | 9.25 |
| **Peaches—Freestone, ch. hlvs. Elb.** | | | | |
| Mid. | 2.65 | 11.25 | 2.65 | 11.25 |
| Wes. | 1.75-85 | 10.20 | 1.00 | 10.20 |
| **Pears, ch. hlv. Bart.** | | | | |
| Mid. | 2.30 | 13.00 | 2.15 | 12.00 |
| Wes. | 2.25 | 12.60 | 2.25 | 12.60 |
| **Pineapple (No. 2) Wes. fcy.** | | | | |
| Slice | 3.47½ | 15.00 | 3.57½ | 15.50 |
| Chnk. | 3.42 | 15.70 | 3.42½ | 14.90 |
| Cr.hs | 2.80 | 11.90 | 2.90 | 12.40 |
| **Plums—Purple, ch.** | | | | |
| Wes. | 2.07½ | 11.25 | 2.07½ | 11.25 |

## CANNED VEGETABLES

| | October 1, 1960 —303— | —10— | November 1, 1960 —303— | —10— |
|---|---|---|---|---|
| **Asparagus (No. 300) fcy. lg. green** | | | | |
| Atl. | 3.20 | 12.25 | 3.72½ | 12.25 |
| Mid. | 2.10 | 12.75 | 2.10-25 | 12.75 |
| Wes. | 3.50-65 | | 3.50-60 | |
| **Asparagus, White** | | | | |
| Wes. | 3.10 | | 3.10 | |
| **Beans, Green Lima, fcy. small** | | | | |
| Atl. | 2.10-15 | 12.25-50 | 2.10-15 | 12.25-50 |
| Mid. | 2.00 | 12.00 | 2.00 | 12.00 |
| **Beans, Green Snap, fcy. cut (Wes. 8. L.)** | | | | |
| Atl. | 1.40-60 | .75-8.50 | 1.45-60 | 8.00-50 |
| So. | 1.35 | 8.00 | 1.40 | 8.00 |
| Mid. | 1.45-55 | .00-9.50 | 1.50-55 | .50-9.50 |
| Wes. | .85-1.90 | 9.75 | 1.85-90 | 9.75 |
| **Beans, Wax Snap, fcy., cut.** | | | | |
| Atl. | 1.40 | 13.50 | 1.55-60 | 9.75 |
| Mid. | 1.15-60 | .75-9.75 | 1.60 | 9.00-75 |
| **Beets, fcy. sliced** | | | | |
| Atl. | 1.07½-10 | 5.00 | 1.22½ | 5.25 |
| Mid. | 1.07 | .25-5.50 | 1.07½-15 | 5.25-50 |
| Wes. | 1.12½ | 6.35 | 1.12½ | 6.35 |
| **Carrots, fcy. diced** | | | | |
| Atl. | 1.25-40 | .85-6.50 | 1.20-22½ | .85-6.60 |
| Mid. | 1.15-20 | 6.20-25 | 1.30-35 | 6.50 |
| **Corn-Golden, Cream & Kernel, fcy.** | | | | |
| Atl. | 1.50-60 | .50-9.00 | 1.50-80 | .75-9.25 |
| Mid. | 1.55-60 | .50-9.00 | | |
| Wes. | 1.62½-67½ | 8.75 | 1.52½-67½ | 8.40-75 |
| **Corn-White, Cream & Kernel, fcy.** | | | | |
| Atl. | 1.50-60 | .50-9.00 | 1.55 | 8.75 |
| **Peas, Green (No. 2 sieve), fcy. early** | | | | |
| Atl. | 1.30 | 11.75 | 2.05 | 11.75 |
| Mid. | 2.05 | 12.25 | 2.05 | 12.25 |
| **Peas, Green (No. 2 sieve), fcy. sweet** | | | | |
| Atl. 1 | .45-2.07½ | .50-9.00 | 1.45-55 | 9.00 |
| Mid. | 2.05 | 12.00 | 2.05 | 12.25 |
| Wes. | 1.65 | 8.75-9.00 | 1.65 | .75-9.00 |
| **Peas, Blackeye (No. 300) fcy.** | | | | |
| So. | 1.25 | 7.50 | 1.25 | 7.50 |
| **Pimintos (4-oz.) whole, So.** | | | | |
| tin | 1.65 | | 1.65 | |
| glass | 1.85 | | 1.85 | |
| **Potatoes, Sweet (No. 3-Vac.), fcy. syrup** | | | | |
| Atl. | 1.50-65 | 9.50-75 | 1.50 | .75-10.50 |
| So. | 1.35 | 8.00 | 1.35 | 8.00 |
| **Potatoes, Sweet (No. 3 Vac.) fcy. vacuum** | | | | |
| Atl. | 2.10 | | 2.10 | |
| **Potatoes, White, fcy.** | | | | |
| Atl. | 1.00-25 | 5.50 | 1.05 | 5.75 |
| So. | 1.25 | 5.50 | 1.25 | 6.50 |
| **Pumpkin (No. 2½), fcy.** | | | | |
| Atl. | 1.65 | .90-6.00 | 1.55-60 | 5.50-75 |
| Mid. | 1.60 | 5.50 | 1.60 | 5.50 |
| Wes. | 1.60 | 5.20 | 1.60 | 5.20 |
| **Spinach, fcy.** | | | | |
| Atl. | 1.20-70 | 7.00 | 1.45 | 7.00 |
| So. | 1.20 | .65-5.75 | 1.20 | 5.65-75 |
| Wes. | 1.17-32 | .85-5.30 | 1.17½-32½ | .85-5.30 |
| **Other Green, So. fcy.** | | | | |
| trnp. | .95 | 4.40 | .95 | 4.40 |
| mstd. | .95 | 4.40 | .95 | 4.40 |
| poke | 1.35 | | 1.35 | |
| **Sauerkraut, fcy.** | | | | |
| Atl. | 1.45 | 6.80 | 2.00 | 6.80 |
| Mid. | 1.37-42 | 6.40-60 | 1.37½-42½ | 6.40-60 |
| **Tomatoes, Ex. Std. (Wes. fcy.)** | | | | |
| Atl. | 1.50-65 | 8.00 | 1.55-65 | 8.75 |
| So. | 1.40 | 7.25 | 1.40 | 7.25 |
| Mid. | 1.45-65 | 8.00-50 | 1.50-65 | 8.25-50 |
| Wes. | 1.75 | 9.50 | 1.75 | 9.50 |
| **Tomato Catsup—Tin, fcy.** | | | | |
| Atl. | | 11.00 | | 11.00-90 |
| Mid. | | 10.50-75 | | 10.75 |
| Wes. | | 10.00 | | 10.25-75 |
| **Tomato Paste (6-oz.) 26%** | | | | |
| Alt. | | 10.85 | | 10.85 |
| Mid. | | 11.75 | | 11.75 |
| Wes. | 1.00 | 12.25-50 | 1.03-05 | 13.00 |
| **Tomato Puree (No. 2½) fcy. 1.045 (Wes. 106)** | | | | |
| Atl. | 2.37½ | 7.50 | 2.37½ | 7.50 |
| Mid. | | .50-7.00 | | .50-7.00 |
| Wes. | 2.30-50 | 7.75 | 2.35-60 | 8.00 |
| **Tomato Sauce (8-oz.) fcy.** | | | | |
| Atl. | | 11.00 | | 11.00 |
| Wes. | .80 | 8.75 | .82½ | 9.00 |
| **Mixed Vegetables, fcy. Peas-Carrots** | | | | |
| Atl. | 1.65-70 | 9.00 | 1.40-55 | .25-9.00 |
| Mid. | 1.40 | 8.25 | 1.40 | 8.25 |
| Wes. | 1.62½ | 9.00 | 1.62½ | 9.00 |
| **Mixed Vegetables, Succotash, fcy.** | | | | |
| Atl. | 1.90 | 11.00 | 1.95 | 11.00 |
| Mid. | 1.55 | 9.00 | 1.55 | 9.00 |
| **Mixed Vegetables, other** | | | | |
| Atl. | 1.55 | 9.00 | 1.55 | 9.00 |
| Wes. | 1.75 | 9.75 | 1.75 | 9.75 |

## FROZEN VEGETABLES

(Retail per doz.)
(Inst. per lb.)
(Grade A)

| | October 1, 1960 —Retail— | —Instl.— | November 1, 1960 —Retail— | —Instl.— |
|---|---|---|---|---|
| **Asparagus—Jumbo, 10-oz., 40-oz.** | | | | |
| Atl. | 4.40 | .53 | 4.40 | .53 |
| Wes. | 3.95 | .43-.49 | 3.95 | .49 |
| **Beans, Fdhk, Lima—10-oz., 40-oz.** | | | | |
| Atl. | 2.30-59 | .26 | 2.30-59 | .26 |
| Wes. | .85-2.05 | .25 | .85-2.08 | .21 |
| **Beans, Baby Lima—10-oz., 40-oz.** | | | | |
| Atl. | 2.30-59 | .27 | 2.30-59 | .27 |
| Wes. | .95-2.05 | .21-.22 | .95-2.05 | .21-.23 |
| **Beans, Green Snap—Reg. 9-oz., 40-oz.** | | | | |
| Atl. | .85-2.05 | | .85-2.05 | |
| Wes. | 1.70 | .20 | 1.70 | .20 |
| **Beans, Green Snap—Fr. Cut. 9-oz., 40-oz.** | | | | |
| Atl. | .85-2.05 | | 2.05 | |
| Wes. | 1.70 | .20 | 1.70-75 | .20 |
| **Beans, Italian—9-oz., 40-oz.** | | | | |
| Atl. | 2.35 | | 2.35 | |
| Wes. | 1.75 | .20½ | 1.85 | .20½ |
| **Broccoli—10-oz., 32-oz., Spears** | | | | |
| Atl. | 2.20-49 | .22 | 2.20-49 | .22 |
| Wes. | 1.60-85 | .18-.20 | 1.80-85 | .18-.20 |
| **Brussels Sprouts—10-oz., 32-oz.** | | | | |
| Wes. | 2.40 | .24-.26 | 2.40 | .26-.28 |
| **Carrots—30#** | | | | |
| Atl. | | .07 | | .07 |
| Wes. | | .06 | | .06 |
| **Cauliflower—10-oz., 32-oz.** | | | | |
| Atl. | 2.25-55 | .23 | 2.55 | .23 |
| Wes. | 1.80-85 | .19-.20 | 1.80-85 | .19-.20 |
| **Corn Cut—10-oz., 40-oz.** | | | | |
| Atl. | 1.90-99 | .25 | 1.99 | .25 |
| Wes. | 1.55-60 | .18-.19 | 1.55-60 | .18-.20 |
| **Corn, Cob—2-ear, 12-ear** | | | | |
| Mid. | 2.60 | | 2.60 | |
| Wes. | 1.80-85 | | 1.80 | |
| **Kale—10-oz., 32-oz.** | | | | |
| Atl. | 1.63 | .13 | 1.63 | .13 |
| **Mixed Vegetables—10-oz., 40-oz.** | | | | |
| Atl. | .85-2.05 | .21 | .85-2.05 | .21 |
| Mid. | 1.55 | .21 | 1.75 | .21 |
| Wes. | 1.65 | .19 | 1.65 | .19-.20 |
| **Okra—10-oz., 40-oz.** | | | | |
| Atl. | 2.25 | .22 | .80-2.25 | .22 |
| **Peas, Blackeye—10-oz.** | | | | |
| Wes. | 2.25 | | 2.25 | |
| **Peas, Green—10-oz., 40-oz.** | | | | |
| Atl. | 1.60-89 | .18 | 1.65-89 | .19 |
| Mid. | 1.45 | | 1.45 | |
| Wes. | 1.55 | .17 | 1.55 | .17-.17½ |
| **Peas & Carrots—10-oz., 40-oz.** | | | | |
| Mid. | 1.17 | .16 | 1.45 | .17 |
| Wes. | 1.30-45 | .14-.16 | 1.30-45 | .14-.17 |
| **Potatoes—9-oz., 40-oz. Atl.** | | | | |
| F. F. | 1.65-79 | .19 | 1.65-79 | .19 |
| whip | 1.52 | | 1.52 | |
| puffs | 1.65 | | 1.63 | |
| **Potatoes—9-oz., 40-oz. Wes.** | | | | |
| F. F. | 1.35-40 | | 1.40 | |
| shred | 1.15 | .07½ | 1.15 | .07½ |
| **Pumpkin & Squash—12-oz., 4-lb.** | | | | |
| Atl. | 1.63 | .11 | 1.63 | .11 |
| Wes. | 1.15-30 | .08½ | 1.15-30 | .08½ |
| **Spinach—10-oz., 48-oz., Leaf** | | | | |
| So. | 1.78 | .09½ | 1.78 | .09½ |
| Wes. | 1.20-30 | .09½-.11 | 1.20-30 | .09½-.11 |
| **Spinach—10-oz., 40-oz., chopped** | | | | |
| So. | 1.78 | | 1.78 | |
| Wes. | 1.00-25 | .09 | 1.15-25 | .09 |
| **Succotash—10-oz., 40-oz.** | | | | |
| Atl. | 2.05-25 | .23 | 2.05 | .23 |
| Wes. | 1.75-95 | .20 | 1.65-95 | .20 |

## FROZEN FRUITS

| | October, 1, 1960 —Retail— | —Instl.— | November 1, 1960 —Retail— | —Instl.— |
|---|---|---|---|---|
| **Apples (30# sliced)** | | | | |
| Atl. | | .12 | | .12 |
| So. | | .12 | | .12 |
| Wes. | | .09 | | .09 |
| **Apricots (30# halved)** | | | | |
| Wes. | | .14 | | .14 |
| **Cherries, Red (30# Pitted)** | | | | |
| Wes. | | .18 | | .18 |
| **Cherries, Sweet (30#)** | | | | |
| Wes. | | .26 | | .26 |
| **Grapes and Pulp (44#)** | | | | |
| Atl. | | .12½ | | .12½ |
| **Peaches, Freestone (12-oz., 30# sliced)** | | | | |
| Atl. | 2.58 | .18 | 2.58 | .18 |
| Mid. | | .14 | | .14 |
| Wes. | 2.05 | .13½ | 2.05-58 | .13½ |
| **Blackberries (12-oz., 30# sliced)** | | | | |
| Wes. | 1.50 | .23½ | 1.50 | .23½ |
| **Blueberries (12-oz., 30#)** | | | | |
| Atl. | 3.29 | .27 | 3.29 | .27 |
| Mid. | | .25 | | .25 |
| **Boysenberries (30#)** | | | | |
| Wes. | 2.25 | .13½ | 2.25 | .13½ |
| **Raspberries, Black (10-oz. 30#)** | | | | |
| Atl. | 2.99 | .32 | 2.99 | .32 |
| Wes. | | .32 | | .32 |
| **Raspberries, Red (10-oz., 30#)** | | | | |
| Atl. | 2.40-90 | .26 | 2.45-90 | .26 |
| Mid. | 2.20 | | 2.20 | |
| Wes. | 2.20-25 | .21½ | 2.20-25 | .21½ |
| **Strawberries (10-oz., sl., 30# whl.)** | | | | |
| Atl. | 2.45-56 | .24 | 2.15-56 | .24 |
| Wes. | 2.15 | .22 | 2.15 | .22 |
| **Mixed Fruits (12-oz.)** | | | | |
| Wes. | 2.75 | | .75-3.55 | |

## FROZEN JUICES

| | October, 1, 1960 —Retail— | —Instl.— | November 1, 1960 —Retail— | —Instl.— |
|---|---|---|---|---|
| **Grapefruit** | | | | |
| So. | 1.20 | 6.00 | 1.20 | 6.00 |
| **Lemon** | | | | |
| Wes. | .78 | | .83 | |
| **Lemonade** | | | | |
| So. | 1.16 | | 1.16 | |
| Wes. | .77 | | .82 | |
| **Lemonade, Pink** | | | | |
| Wes. | .78 | | .83 | |
| **Limeade** | | | | |
| So. | 1.00 | 6.00 | 1.00 | |
| **Orange** | | | | |
| So. | 1.65 | 8.00 | 1.65 | 8.50 |
| Wes. | 1.65 | 8.00-25 | .65-2.02 | 8.00 |

*Engineering Test Center finds...*

# A coating of Du Pont "Ludox" reduces slippage of corrugated cartons by two-thirds

Here's what happens when plane of Conbur inclined impact tester is released and strikes barrier at six miles per hour. Impact causes untreated carton to slide full length of plane. Other carton, treated with "Ludox" colloidal silica, moves only about one-third as far.

A sudden stop or start can send a stack of cartons sliding so easily that when a package is damaged during shipping, impact is the cause three times out of four. In such cases, the difference between costly damage and safe shipment can be a remarkably simple thing—an invisible coating of Du Pont "Ludox" colloidal silica.

To find out precisely what advantages "Ludox" offers package users, Du Pont's Engineering Test Center recently ran a series of studies using a Conbur inclined impact tester. Corrugated cartons coated top and bottom with submicroscopic particles of "Ludox" slid only about one-third as far as untreated ones.

Users of treated cartons say they are much more stable during in-plant handling as well, minimizing threat of injury to employees. What's more, they resist soiling and offer a sharper printing surface.

Coatings of "Ludox" can be applied to paper or to finished packages by either mills or converters. For names of suppliers of treated cartons and more information about "Ludox", fill out the coupon below.

Miller Brewing Co., Milwaukee, reports that antiskid coating of "Ludox" reduces product damage caused by falling boxes and makes palletizing safer for employees.

DU PONT
REG. U.S. PAT. OFF.

**LUDOX®**
COLLOIDAL SILICA

BETTER THINGS FOR BETTER LIVING...*THROUGH CHEMISTRY*

**E. I. DU PONT DE NEMOURS & CO. (INC.)**
**INDUSTRIAL & BIOCHEMICALS DEPT. N-2539CH**
**WILMINGTON 98, DELAWARE**

Please send me more information about ( ) antislip coatings of "Ludox".
Send me ( ) names of companies supplying treated paper products.

Name_____ Title_____

Firm_____

Address_____

City_____ State_____

# RAW PRODUCTS

## Asparagus Harvester Works —After a Fashion

An asparagus harvester devised by Michigan State University proved, according to one observer, that a selective harvester could be built to work successfully, even if this one had major imperfections.

The two engineers in charge of the project, Dr. Stanley Ries and Dr. B. A. Stout, of Michigan State, have worked before on such mechanical harvesters as a cucumber harvester and a tomato harvester. The asparagus harvester, appears to be a much less complicated machine than these, even at this so-far-unsuccessful stage of design. The prototype indicates that a selective principle of harvest is feasible. This theory was reinforced by a once-over harvester designed and built by Dave Friday of the Friday Tractor Co., Hartford, Mich., that proved impractical. Actually, the theory of the once-over harvest ruled out this type of a machine, Dr. Stout points out. When all 'grass' is harvested, the long ones with the short ones, efficiency, quality and volume of production all suffer.

So the Friday harvester, a great juggernaut of a machine, never really had a chance. And Dave Friday, a wag as well as an inventor, admitted the only future for his machine was as a stern wheel on a steam boat.

Refinements on the Michigan State machine are underway. Funds for the development are advanced by interested processors and machinery companies.

## Fruit Harvesting Is Made Easier With Hedger Pruner

A tractor-drawn hedger-pruner has been developed. It trims tops and sides of trees into a square-cornered hedge. Agricultural engineers C. M. Hansen of Michigan Agricultural Experiment Station and S. L. Hedden of ARS, have developed this mobile hedger which can easily be attached and detached from the tractor. It needs little power and costs less than existing equipment.

The cutting mechanism of the hedger is similar to that of mowing machine or electric hedge clippers. The cutter bar can be operated at horizontal, vertical and intermediate positions and raised or lowered by the driver.

The machine is drawn between rows of trees, cutting the tops with the cutter bar in a horizontal position and the sides with the cutter bar in a vertical position. The cutter bar can be adjusted horizontally to reach limbs in the top center of large trees that cannot be trimmed by a single pass on each side.

Pruning methods that are now in use require 20 to 25 man hours per acre during the coldest months of the year. The new hedger would reduce this time as well as the discomfort of workers in cold weather. Its use would also tend to increase profits.

## Michigan Nursery Tests Helicopter for Dusting

A helicopter carrying 1,000 lbs. of dusting materials was used experimentally on Michigan orchards in 1960. Charles Zoller, owner of Zoller Nurseries, near Benton Harbor, Mich., said that the technique is feasible, but that the helicopter used during the first season was too large for Michigan orchards.

An electrical blower system, designed for the helicopter, distributes dust from two bins. The blast from the rotor acts as a blower for the dust, distributing it on the top and bottom sides of the leaves as the air rebounds from the ground.

Mr. Zoller says that next season a smaller helicopter will be used that will carry 400 lbs. of dust and will more nearly fit the needs of orchards of the size found in Mich. The 1960 experimental run proved too expensive, at nearly twice the $26 per hour figure that Mr. Zoller feels would be reasonable for custom work.

The improvement in the dusting technique of the helicopter over conventional airplanes is significant, Mr. Zoller feels. It is slower, gets into corners, and gives a more complete coverage. It is the coming method, he said.

## Dried Fig Harvesters Differ in Soil Needs

Two mechanical harvesters for dried figs will be coming into general use. They are the Goodwin "pickup" and the Shipley picker.

The Goodwin pickup works best on soil that is at table-top level. This is because the 7-ft. wide pickup mechanism is on a single axis and the teeth will dig into any high point of ground. However, it will also pick fruit out of minor depressions.

The latest model of this machine has the tractor reversed, thereby improving the balance of the machine.

The other machine, the Shipley picker, adjusts itself to major soil undulations. The axis of the picking mechanism is only 30" wide. This machine is not able to reach into small depressions to pick up fruit; thus, a smooth surface is important. The pick-up swath is extended by 12" augurs which bring the fruit in from each side.

With either machine, any clods left on the surface will be picked up and placed in boxes.

See this space next month for our regular every-other-month department.

**Food Merchandising**

## Research Resumes

Effective July 1, French officials had planned to ban all citrus treated with diphenyl, according to A. M. Boyce, director, University of California Citrus Experiment Station. As a result of American representations the ban was postponed until December 31. Dr. Boyce feels that it is up to the U.S. to convince Europeans of the **validity of the tolerances** of our chemicals by presenting them with extensive documentation on American scientific studies.

Sevin insecticide may now be used for **corn earworm control,** according to R. H. Wellman, manager, Crag Agricultural Chemicals, Union Carbide Corp. The advantages of Sevin are better earworm control and the opportunity for treated forage and cannery waste to be fed to dairy cattle and other livestock.

New **cherry harvesting equipment** has been developed by Dr. R. T. Whittenberger, J. H. Levin and S. L. Hedden, Agricultural Research Service, U.S. Dept. of Agriculture; H. P. Gaston, Dept. of Horticulture, Michigan State University. The equipment includes tree-shakers mounted on tractors. The limbs of the tree are shaken, allowing the cherries to fall into the collecting canvasses that are stretched tightly over a sloped tubular frame. Then the cherries are deflected into a trough or conveyor, from which they are transferred to lugs or truck mounted tanks of cold water.

Pilot tests of the Morel mushroom have been completed, and the product is being submitted to major food processors, announced Lawrence Roberts, president, Yorktown Products Corp., a New York chemical and drug company. The firm has perfected a method of **tank growing the morel** with vitamin-reinforced nutrient liquors, developing the mushroom from the spore under sterile conditions. The product is uniform and excels in taste, aroma, and quality.

Pfizer CITRIC ACID

# Nature's Acidulant GIVES YOUR FRUIT JUICE BLENDS AN AUTHENTIC, NATURAL TANGINESS!

Citric acid is nature's way of bringing out the full flavor of fruit. This is exactly the same kind of benefit your fruit juice blends get from Pfizer Citric Acid.

Pfizer pioneered the production of citric acid in America. Supplying the food industry since 1880, the Pfizer name on the label is your assurance of highest quality and uniformity at lowest cost. Now, with warehouses strategically located throughout the country, you can rely on delivery where you need it and when you need it.

**When it comes to citric acid, think of Pfizer first.**

Quality Ingredients for the Food Industry for Over a Century

*Science for the world's well-being*

Pfizer

CHAS. PFIZER & CO., INC. • Chemical Sales Division, 630 Flushing Avenue, Brooklyn 6, N. Y.

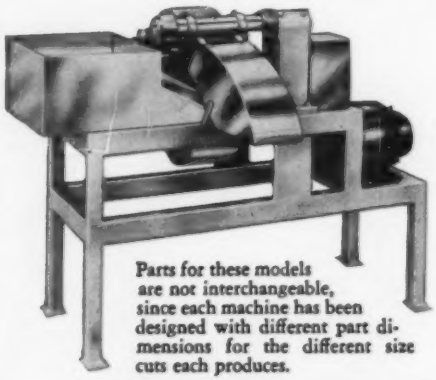
Branch offices: Clifton, New Jersey • Chicago, Illinois • San Francisco, California • Vernon, California

Atlanta, Georgia • Dallas, Texas • Montreal, Canada

# URSCHEL

## *Models* F, G, H *and* GK ... *are* 4 *Separate Cutting Units!*

*They all look alike...all operate alike*



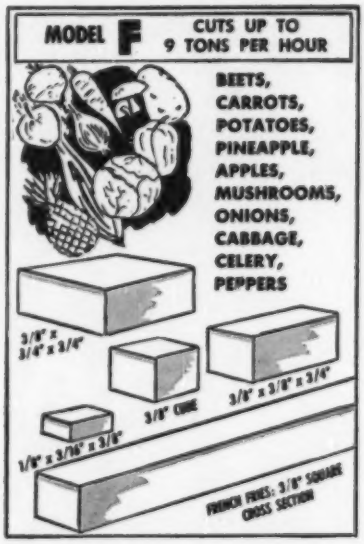
Parts for these models are not interchangeable, since each machine has been designed with different part dimensions for the different size cuts each produces.

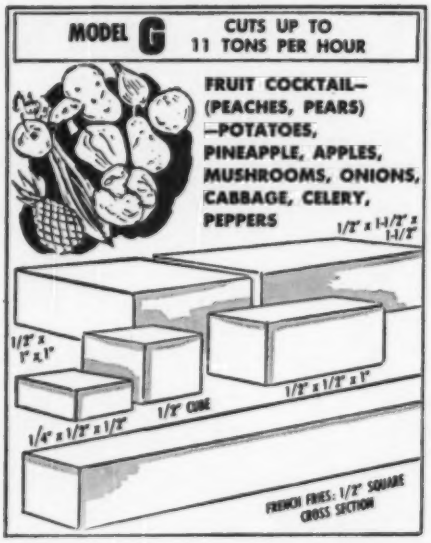
## ...but each produces a different range of cut sizes!

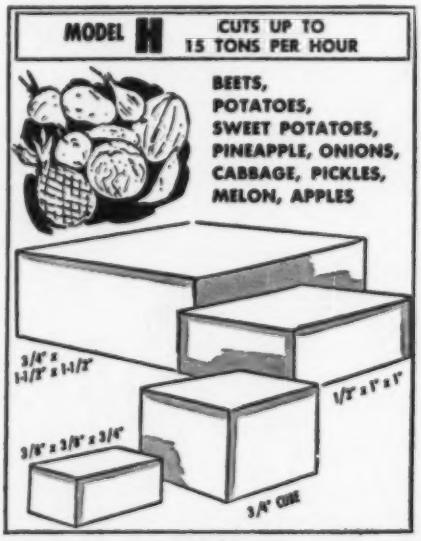
The product to be diced is fed first to the inside of a slicing shell, where it is then rotated by an impeller at high speed. Centrifugal force causes product to slide around the inside surface of slicing shell. As product approaches top of this shell it slides over an adjustable slicing gate which controls slice thickness. Slicing knife is at top of slicing shell. At the instant of slice, cross cut knives ride down, cutting slice crosswise into strips, or french fry cuts. These knives throw the product into the revolving circular knives that cut the strips into cubes.

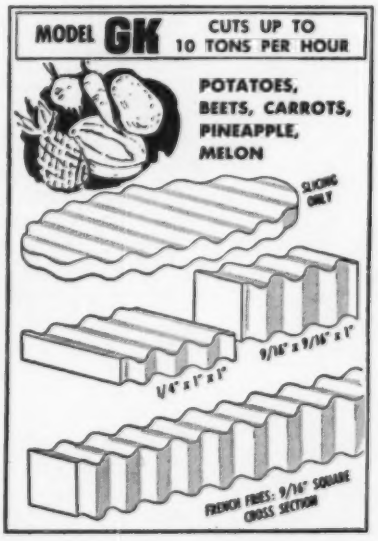
This new cutting principle has many advantages over previous methods. When slicing any product with a knife, the product tends to crack parallel with the knife's edge, particularly in brittle, root vegetables. Product cracking is overcome by cutting parallel with the strains set up, thus eliminating strains and the resultant cracking.

Product damage is eliminated by moving the product in a straight line from the time the first cut is made until the last cut is made, which reduces impact and crushing, and makes possible the high operating speed and quality of cut produced.


MODEL F
CUTS UP TO 9 TONS PER HOUR
BEETS, CARROTS, POTATOES, PINEAPPLE, APPLES, MUSHROOMS, ONIONS, CABBAGE, CELERY, PEPPERS
3/8" x 3/4" x 3/4"
3/8" CUBE
3/8" x 3/8" x 3/4"
1/8" x 3/16" x 3/8"
FRENCH FRIES: 3/8" SQUARE CROSS SECTION


MODEL G
CUTS UP TO 11 TONS PER HOUR
FRUIT COCKTAIL—(PEACHES, PEARS)—POTATOES, PINEAPPLE, APPLES, MUSHROOMS, ONIONS, CABBAGE, CELERY, PEPPERS
1/2" x 1-1/2" x 1-1/2"
1/2" x 1" x 1"
1/2" CUBE
1/2" x 1/2" x 1"
1/4" x 1/2" x 1/2"
FRENCH FRIES: 1/2" SQUARE CROSS SECTION


MODEL H
CUTS UP TO 15 TONS PER HOUR
BEETS, POTATOES, SWEET POTATOES, PINEAPPLE, ONIONS, CABBAGE, PICKLES, MELON, APPLES
3/4" x 1-1/2" x 1-1/2"
1/2" x 1" x 1"
3/8" x 3/8" x 3/4"
3/4" CUBE


MODEL GK
CUTS UP TO 10 TONS PER HOUR
POTATOES, BEETS, CARROTS, PINEAPPLE, MELON
SLICING ONLY
9/16" x 9/16" x 1"
1/4" x 1" x 1"
FRENCH FRIES: 9/16" SQUARE CROSS SECTION

**URSCHEL**
**LABORATORIES** INC.
VALPARAISO, INDIANA

*Designers and manufacturers of precision, high speed cutting equipment for food products*

# SUPPLIERS NEWS

## Plants & Companies

**Continental Can Co.,** New York City, has bought a new high-speed packing system from Metal Box Co., a British manufacturer. According to Metal Box, the machine erects and closes one-piece protective cartons for frozen goods at better than 150-a-minute.

**Economic Machinery Co.,** Worcester, Mass., manufacturer of high-speed labeling machinery, has become the exclusive sales and service agent for all products manufactured by Packer Machinery Co., Brooklyn, N. Y., throughout the world except Canada. Packer Machinery manufactures straight-line gravity, pressure gravity and vacuum liquid fillers.

**Rheem Manufacturing Co.,** New York City, has sold assets of Thermovac, Inc., a wholly-owned subsidiary, that are not related to the Rheem Sterilpac filling process to interests headed by Frank Bellato. Mr. Bellato was the former president and minority owner of Thermovac.

A food package manufacturing plant will be constructed at Chambersburg Pa., by **Marathon,** a division of American Can Co., Menasha, Wis. Construction is expected to be completed by mid-summer of 1961.

The **Union Sugar Div.** of **Consolidated Foods Corp.,** food processor and distributor of Chicago, Ill., recently put into operation a new sugar silo at its Betteravia, Calif., refinery. The silo will house 40,000,000 lbs. of bulk refined sugar. It is of steel wall construction with an inside diameter of 116 ft. Its height is 120 ft., equivalent to a 12-story building.

**American Molasses Co.,** liquid sugar refiner of Chicago, Ill., celebrated its 100th birthday with three new acquisitions. They are Lanco Products Corp., manufacturer of stabilizers and emulsifiers to ice cream and dairy firms, and its wholly-owned subsidiary, American Breddo Corp., manufacturer of icing stabilizers, bread and cake softeners, rye and white bread sours, and other specialty products; and Imperial Molasses Co. Ltd. (Canada) and its division, Dominion Molasses, Ltd., Dartmouth, Nova Scotia. These two firms import, blend, pack and distribute various grades and blends of molasses in Canada.

**Merchants Refrigerating Co.,** New York City, has nearly completed its new project—Frozen Food City—at Secaucus, N. J. It is scheduled to begin operations early in 1961. Frozen Food City rests on a 25-acre tract which is located 20 minutes from the heart of New York. It will provide a completely integrated refrigeration program combining processing, warehousing and retail store distribution.

**United States Testing Co.,** Hoboken N. J., has formed a Food Division to provide broad and complete testing, research and development, analysis and product evaluation services for the food, beverage and confection industries. Dr. Dean Foster has been appointed manager of the division.

The **Merck Chemical Div., Merck & Co., Inc.,** Rahway, N. J., is spending $2 million to double the productive capacity of its monosodium glutamate plant in Danville, Pa. Completion of the expanded facilities is scheduled for mid-1961.

## Men in the News

**John D. Wells** has been appointed manager of sales, Food Div., Bauer Bros. Co., Springfield, Ohio, supplier of food and nut processing equipment.

J. M. Hait

A. Snapper

**James M. Hait,** formerly executive vice president in charge of Ordinance Div. and director of engineering, has been elected president of Food Machinery & Chemical Corp., San Jose, Calif.

**Arthur Snapper** has been elected chairman of the board of Nicolet Paper Corp., De Pere, Wis. **Henry Fowler** was elected president. **Fred M. Stefan,** president and a director of Milprint, Inc., was elected a director.

**J. W. Broomhead** has been appointed general manager of production planning, Metal Div., Continental Can Co., New York City.

**Edward E. Arvidson** has been appointed manager of the Des Moines, Ia., operation, Hoerner Boxes, Inc., Keokuk, Ia.

**Robert S. Bloomer** and **J. Hanes Lassiter** have been elected to the board of directors of Riegel Paper Corp., New York City.

**John K. Quinn** has been appointed sales manager for New England and New York State, O.E.L., Inc., manufacturer of aerosol valves.

**Dan Ridenour,** technical director of Stange Co., was elected to the Hall of Fame of the National Pickle Packers Assn., at the association's annual meeting held in Chicago during October.

R. H. Mulford

D. G. Cuthbertson

**Ray H. Mulford** has been elected an executive vice president of Owens-Illinois Glass Co. Toledo, Ohio. He will continue as president of the company's Glass Container Div.

**David G. Cuthbertson,** vice president, Ferry-Morse Seed Co., Mountain View, Calif., has been elected executive vice president.

**John B. Rogers** has joined the sales staff of the Eastern Div., Muirson Label Co., Inc., Meriden, Conn.

**Charles E. Washbush** has been appointed to a sales position in Dallas, Texas, Marathon, a division of American Can Co., Menasha, Wis.

The American Management Assn. awarded distinguished service certificates to the following for having served as divisional vice presidents of the association: **Charles B. Stauffacher,** exec. vice president, Robert Gair Paper Products Group, Continental Can Co., New York City; **Casimir Z. Greenley,** director of insurance and safety, International Minerals & Chemical Corp., Skokie, Ill.; **Matthew M. Gouger,** exec. vice president, Frick Co., Inc., Waynesboro, Pa.; and **Roger H. Lueck,** vice president, American Can Co., New York City.

## Obituaries

**Raymond W. Phelps,** 63, former assistant vice president of the American Can Co., died recently.

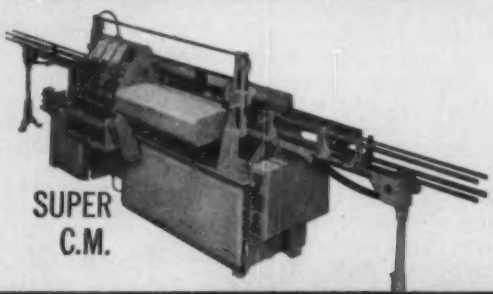
# Plastic or glass...only the WORLD Super C.M. offers 100% labeling versatility

New container shapes, in plastic or glass, put labeling equipment to the test! Merchandisers want basic container appeal on the retail shelves and they go all-out to get it from packaging designers.

*With these constant shifts in shape will you be able to cope with labeling changes, too?*

The WORLD Super C.M. labeler guarantees you that protection . . . You can apply front, back, shoulder, bias or full wrap-around-neck labels *NOW!* Moreover, you'll be able to accommodate future label changes *as* well as container changes . . . at speeds compatible to the rest of your packaging line.

With tomorrow in mind, get the full facts on Super C.M. performance today. You'll be glad you did.




**WORLD LABELERS**

ECONOMIC MACHINERY COMPANY • WORCESTER 3, MASS. / Division of Geo. J. Meyer Manufacturing Company

# INDUSTRY NEWS

## Plants & Companies

**Heublein, Inc.,** Hartford, Conn., is distributing preserves made by the Trappist monks of St. Joseph's Abbey, Spencer, Mass. Sales are made through Heublein Food Importing Co., a division of the parent firm with offices in New York City.

**Goren Packing Co.,** East Boston, Mass., is building a half million dollar plant alongside its present freezing facilities. The firm plans to introduce more than 40 meat items in freeze-dried form next fall.

**General Foods Corp.,** White Plains, N. Y., has acquired the formula and trademark for Open Pit Barbecue Sauce from the Max Dinisman interests in Chicago. The firm will manufacture and market the sauce through its Perkins-S.O.S. division.

**American Stores Co.,** vegetable canning plant at Fairwater, Wis., is receiving cans in pallets, depalletizing and unscrambling automatically.

**Cain's Coffee Co.,** Oklahoma City, Okla., has been purchased by Unilac Inc., Stamford, Conn., the Eastern Hemisphere holding company of Nestle Co., Inc., White Plains, N. Y. Included in the purchase are Cain's two wholly owned subsidiaries, Cain's Coffee Co. of Texas, Corpus Christi, and Manhattan Coffee Co., St. Louis, Mo.

**Pillsbury Co.,** Minneapolis, Minn., has purchased about 33 acres near Denison, Texas, for the construction of a refrigerated products plant. The proposed plant will replace the company's existing manufacturing facilities in Denison.

**Consolidated Foods Corp.,** Chicago, Ill., has purchased over 90% of the capital shares of the Charles E. Hires Co., root beer manufacturer, Philadelphia, Pa. Hires will become a division of Consolidated and operations will continue under present management.

**Beatrice Foods Co.,** Chicago, Ill., has acquired the Mitchell Syrup and Preserve Co., Detroit, Mich., manufacturer of Ruby Bee preserves and jellies and related foods. The company will operate as a separate division of Beatric Foods with the same products, brand names, manufacturing processes, policies and distribution.

**Gerber Products Co.,** Fremont, Mich., has acquired Knoll and Co., of Three Oaks, Mich. Formerly a Gerber supplier, the plant will continue to manufacture the recently introduced line of Gerber baby pants.

## Men in the News

**Kenneth E. Wright** is the new area superintendent at Arlington, Ill., for the midwest division of Calif. Packing Corp., San Francisco, Calif. **W. H. Sexton** replaces Mr. Wright as plant superintendent at Rochelle (Ill.) plant No. 109. **Thomas W. Johnson** moves from his post as general foreman at Toppenish, Wash., to become assistant superintendent at De Kalb (Ill.) plant.

A. W. Bogard

J. Wilson

**Arthur W. Bogard** has been named regional sales manager for the New England area, Venice Maid Co., Vineland, N. J., manufacturer of Italian style food products.

**Jim Wilson** has been appointed special representative in the eastern and New England states, Filler Products, Inc., snack food firm of Atlanta, Ga.

**Carlos Campbell,** executive secretary of the National Canners Assn., will retire from his position next year. It has been recommended that **Milan D. Smith,** who is now president of NCA, be appointed to succeed Mr.

## Total Sales and Net Income of U. S. Processed Food Firms

for periods indicated, to dates indicated, in thousands of dollars (000 omitted), as reported by the companies. Figures in parentheses ( ) indicated losses.

| FIRM/HEADQUARTERS | BUSINESS | PERIOD | TOTAL SALES 1959 | TOTAL SALES 1960 | NET PROFITS 1959 | NET PROFITS 1960 |
|---|---|---|---|---|---|---|
| Van Camp Sea Food Co., Long Beach, Calif. | Canned seafoods | 3 mo. to 9/1 | a | a | $502 | $616 |
| Geo. A. Hormel & Co., Austin, Minn. | Meat products | 6 mo. to 5/1 | $195,253 | $180,890 | 1,157 | 1,915 |
| Quaker Oats Co., Chicago, Ill. | Cereals, petfood | 12 mo. to 7/1 | 322,163 | 321,843 | 13,167 | 13,523 |
| Cudahy Packing Co., Omaha, Neb. | Meat products | 6 mo. to 5/1 | 178,153 | 168,806 | 544 | 732 |
| Booth Fisheries Corp., Chicago, Ill. | Frozen seafoods | 12 mo. to 5/1 | 46,264 | 48,320 | 889 | 946 |
| Booth Fisheries Corp., Chicago, Ill. | | 3 mo. to 8/1 | 10,327 | 19,648 | 213 | 212 |
| Beatrice Foods Co., Chicago, Ill. | Dairy/specialty | 6 mo. to 9/1 | 223,932 | 241,861 | 3,972 | 4,296 |
| Gorton's of Gloucester, Gloucester, Mass. | Frozen, cd. fish | 12 mo. to 4/1 | 13,768 | 14,701 | 215 | 229 |
| Consolidated Foods Corp., Chicago, Ill. | Cd., dry, froz. fds. | 12 mo. to 7/1 | 358,621 | 424,889 | 11,470 | 14,822 |
| Chock Full O'Nuts Corp., New York City | Nuts, coffee | 12 mo. to 8/1 | 26,342 | 28,014 | 1,566 | 1,816 |
| Central Soya, Ft. Wayne, Ind. | Soybean products | 12 mo. to 9/1 | 285,020 | 276,073 | 6,860 | 4,184 |
| Heublein, Inc., Hartford, Conn. | Soups, cereals | 12 mo. to 7/1 | 87,647 | 103,169 | 2,063 | 3,556 |
| Calif. Packing Corp., San Francisco | Canned fruit, veg. | 6 mo. to 9/1 | 161,828 | 162,757 | 6,510 | 6,605 |
| Continental Bak. Co., Rye, N.Y. | Baked froz. foods | 9 mo. to 10/1 | 285,334 | 296,831 | 7,077 | 6,043 |
| Beech-Nut Life Savers, Canajoharie, N.Y. | Babyfood | 9 mo. to 10/1 | a | a | 5,550 | 5,994 |
| Hunt Foods & Industries, Fullerton, Calif. | Canned foods | 7 mo. to 7/1 | a | 184,136 | a | 3,564 |
| Proctor & Gamble Co., Cincinnati, Ohio | Veg. oils, soaps | 3 mo. to 10/1 | a | a | 29,472 | 32,676 |
| Penick & Ford, Ltd., New York City | Corn/cane/maple | 9 mo. to 10/1 | 14,241 | 14,163 | 3,156 | 3,307 |
| Campbell Soup Co., Camden, N.J. | Soups, beans, etc. | 12 mo. to 8/1 | 496,539 | 516,190 | 34,455 | 39,859 |
| American Home Products, New York City | Convenience foods | 9 mo. to 10/1 | a | a | 35,497 | 37,066 |
| Grocery Store Products, West Chester, Penna. | Mushrooms, etc. | 9 mo. to 10/1 | a | a | 349 | 408 |
| Standard Brands, Inc., New York City | Pkgd food prod. | 9 mo. to 10/1 | 391,377 | 396,788 | 11,489 | 12,697 |

# NEW FOR 1961

CRCO
"SAY "SEE-AR-CO"

# BEAN HARVESTER

# WITH FARMALL MODEL 340 TRACTOR

- Built-in torque amplifier (creeper gear)
- Hydraulic motor replaces gas engine on Cleaner
- More available horsepower
- Powered to haul hydraulic bulk boxes
- Adaptable to palletizing, bagging and bulk handling

*Write for full information*

THE BEST OF Everything

**CHISHOLM-RYDER CO. INC.**
Niagara Falls, New York
FOR THE FOOD PROCESSOR


Campbell. The choice will formally be acted upon at the association's next board meeting in January.

J. E. Welch

A. J. Yambor

**James Edward Welch** has been appointed supervisor of product development and quality control, Wm. Underwood Co., Watertown, Mass., packer of ham, chicken and seafood products.

**Alexander J. Yambor** has been appointed sales manager of the Mitchell Syrup and Preserve Co., manufacturers and distributors of Ruby Bee preserves and jellies.

**Oscar L. Westgate,** advertising vice president, R. T. French Co., Rochester, N. Y., has retired. He has been with the firm since 1928.

**F. M. "Dutch" Hesler** has been appointed sales manager in charge of all canned products, North American Mushroom Co., Tinley Park, Ill.

**Alfred W. Ireland, Jr.,** formerly coordinator of marketing of new products for McCormick & Co., Inc., Baltimore, Md., has been named vice president and director of marketing, Gorman, Eckert & Co., Ltd., of Canada, a subsidiary of McCormick.

**Victor W. Henningsen** has been named chairman of the board and **Victor W. Henningsen, Jr.,** president, of Henningsen, Inc., egg processing firm of New York City.

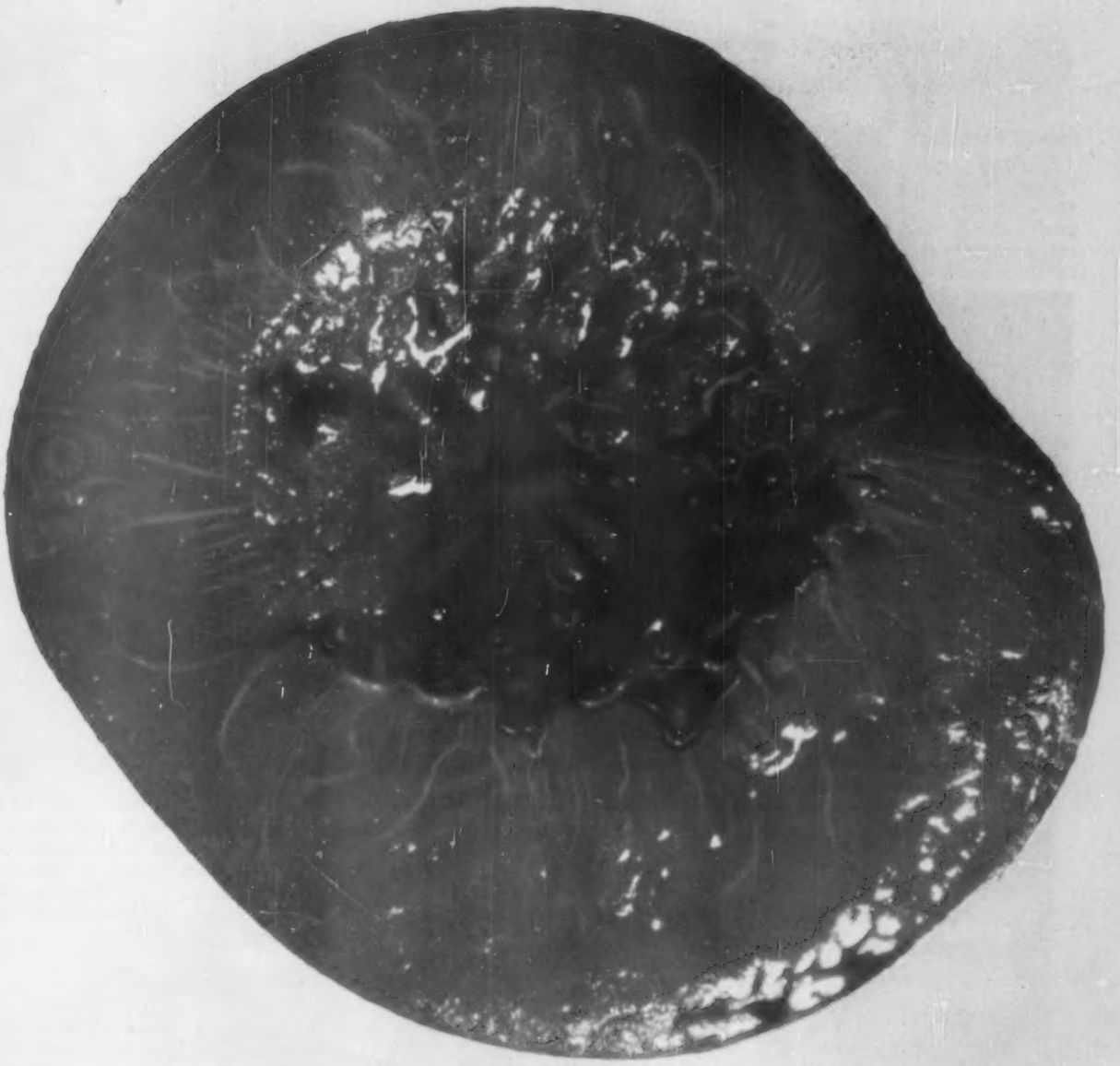
**Tally Eddings** has been appointed sales manager of Tabor City Foods, Inc., Tabor City, N. C., canned food packer.

**James L. Rankin,** vice president and director, Pillsbury Co., Minneapolis, Minn., has been elected executive vice president of Foremost Dairies, Inc., San Francisco, Calif.

## Obituaries

**N. T. Haskins,** 78, general manager of the DeLeon Peanut Co., DeLeon, Texas, and Durant Peanut Co., Durant, Okla., died recently from a heart attack at his home in DeLeon, Texas.

**Frank Birely,** 61, pioneer citrus products manufacturer, died recently at his home in North Hollywood, Calif., after suffering a stroke.



*Firm texture, bright color, finer flavor–*
*canned fruits are naturally*
*superior when packed in...*

**GLOBE®**
*corn syrup*

**WRITE OR PHONE**
*Corn Products for expert technical assistance... helpful data on these fine products for Canners:*
**CERELOSE® dextrose sugar • REX® and GLOBE® corn syrups • BUFFALO® and SNOWFLAKE starches.**

**CORN PRODUCTS COMPANY** INDUSTRIAL DIVISION • 10 East 56 Street, New York 22, N. Y.

# NEW PRODUCTS AND PACKAGES

## Sweet Potatoes

Seabrook Farms Co., Seabrook, N. J., has added a new product to its line of frozen foods—prepared Candied Sweet Potatoes. This 'heat-and-eat' product is prepared for serving by removing the overwrap and placing

the unopened, foil-laminated carton in a preheated oven. The full-color, waxed paper overwrap is printed by Western-Waxide Div., Crown Zellerbach Corp., San Leandro, Calif.

## Lime Juice

ReaLemon-Puritan Co., Chicago, Ill., is introducing a new product—Regency Sweetened Lime Juice—which is being sold in food and liquor stores.

For use as a cocktail juice it provides the right blend of lime and sugar, and it is the right color. It is packaged in a flower etched bottle with a red and gold label and a cello-seal crown with red copy. This 10-oz. bottle retails for about 49c.

## Dry Seasoning Mix

Lawry's Foods, Inc., Los Angeles, Calif., has introduced a new specialty food product—Spanish Rice Seasoning Mix. This dry mix is a blend of spices, seasonings and vegetables. It is unique in that it does not require the addition of tomatoes in its basic preparation; only the addition of rice is needed to prepare a side or main dish. The package, which is made of moisture-vapor resistant laminated foil, was designed by Saul Bass and Associates. The shipper contains 24 packages and can easily be converted into a shelf merchandiser.

## Seafood Dinners

O'Donnell Usen Fisheries, Boston, Mass., has introduced two seafood dinners—haddock and cod. The firm reports that a special breading formula

has been developed for these dinners. Both are packaged in aluminum foil containers manufactured by Ekco-Alcoa Containers, Inc., Wheeling, Ill. The carton was developed by O'Donnell Usen.

## Mushroom Gravy

Campbell Soup Co., Camden, N. J., is introducing a canned Mushroom Gravy in its Franco-American line. Packaged in a 10-oz. can, it consists of a smooth brown gravy with sliced

mushrooms. It can be used with meats, casseroles, and stews, and may be served over potatoes, noodles and rice.

## Jams & Jellies

J. M. Smucker Co., Orville, Ohio,


GET THAT UNIFORM DISTRIBUTION OF STEAM DURING STERILIZATION SO IMPORTANT TO QUALITY . . .

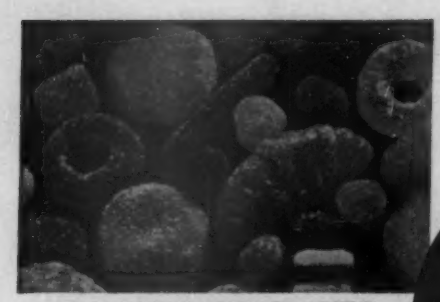
BERLIN CHAPMAN Retorts

BERLIN CHAPMAN Retorts provide uniform distribution of steam during the sterilization process, so important to quality. All Retorts are designed so that the equipment attached to them and the piping with which they are fitted can be varied for all processing conditions both for cooking tin cans and glass jars under pressure. All Retorts are electric welded and perfectly smooth on the inside . . . choice of screw clamps or eccentric closing clamps. Standard legs are welded angle and not adjusted . . . adjustable legs available at additional cost. BERLIN CHAPMAN Retorts are the ultimate in design and manufacture . . . the reason that no BERLIN CHAPMAN Retort has ever been replaced by another make.

Also HORIZONTAL AND SMALL RETORTS

Large size Horizontal Retort with 2 types of doors, made with various types of trucks and cages . . . usually furnished with 2 cage, 3 cage, and 4 cage lengths from 42" to 54" diameter, single door or double door. Small Retorts to meet the demand where food is processed in smaller quantities, size 30" diameter by 26" deep.

SINCE 1908 BERLIN CHAPMAN CO.
BERLIN • WISCONSIN



for better product consistency and quality

*Always Depend On*

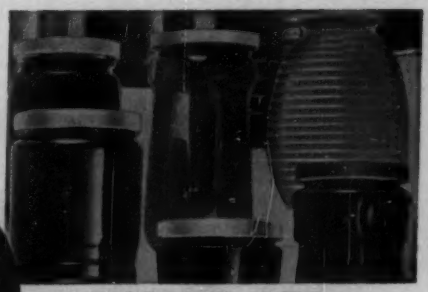
# SPEAS

APPLE PECTINS

35 years

**CONFECTO-JEL**

Especially made for Jellied Candies



**NUTRL-JEL**

Regular and Slow Set
For Finest Jams, Jellies and Preserves

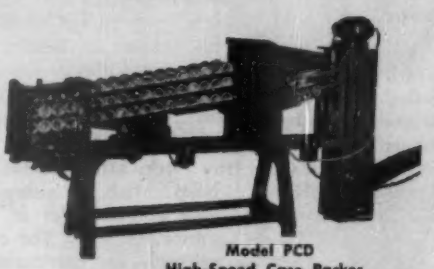
- Adaptable to wide range of PH levels.
- Neutral color and flavor—blends naturally with more different fruits than any other pectin.
- Gives product resiliency to avoid breakage during shipping.
- Improves spreadability of jams, jellies and preserves.
- Standardized to uniform strength so that product always has the same consistency.

*Write, wire or phone for full information, technical advice, or location of nearest warehouse.*

**SPEAS COMPANY**

DEPT. C-12

GENERAL OFFICES • KANSAS CITY 20, MO.



Model PCD
High-Speed Case Packer

**The Burt High-Speed Case Packer fills a two-layer case with a single stroke. All the operator does is place the case in position. It's the fastest . . . most efficient can-handling method available.**

## 24 CANS PACKED WITH A SINGLE STROKE!

BURT

**BURT MACHINE COMPANY**

401 East Oliver Street

Baltimore 2, Maryland

# NIAGARA "no frost"

## GIVES YOU THE BEST FREEZING OPERATION

● Saving labor in both operation and upkeep, "No-Frost" fully automatic refrigeration gives you always the full rated capacity of your plant. You get all the benefits of continuous production and your business makes money on lower volume. Preventing all ice or frost accumulation, "No-Frost" prevents waste of power. You cut out much expensive maintenance labor in the cold room. Your production and your quality both improve because "No-Frost" pulls the product core temperature down the quickest and holds it uniformly.

*Write for Bulletin No. 105*

**NIAGARA BLOWER COMPANY**

**Dept. C-12, 405 Lexington Ave., New York 17, N. Y.**

*District Engineers in Principal Cities*

# the simple way to save money on conveyor belting

## Work out your belting problems with a TON-TEX engineer

For 34 years Ton-Tex has furnished industry with conveyor belting that's exactly right for each job. Laminated plies of cotton duck are impregnated with compounds and firmly bonded together to produce a belt for your specific needs — whether horizontal or incline conveying. Ton-Tex belting can be cleaned; will not impart taste or odor; can be vulcanized endless. Use the facilities of our engineering department to help you select the right conveyor belting.

PERMA-CLEAT belts (shown at right) will move products faster up steeper inclines. Can be made in different types of Ton-Tex belting, in many widths and heights of cleats for various applications.

PUR-O-TEX is a non-toxic, white belt. Resists moisture, heat, oil and grease. Ideal for conveying foods — packaged or unpackaged.

WHITE CONVEYOR belting is for fruits, vegetables and foods free from oils and grease. It is sanitary and makes an excellent "inspection" belt.

TON-TEX CORPORATION, GRAND RAPIDS 2, MICH.

31 COLUMBUS AVENUE, ENGLEWOOD, NEW JERSEY

1180 AUZERAIS AVENUE, SAN JOSE 26, CALIFORNIA

TON-TEX CONVEYOR AND TRANSMISSION BELTING


has introduced two new product lines. They are individual servings of jams and jellies and a "Heritage" line of fancy jams and jellies. The individual servings are packed in hermetically-sealed aluminum containers. No preservatives are used. They are sold 12 to a package, for about 49c. Eight flavors will be included. The Heritage line of jams and jellies will be packaged in attractive and re-usable glass containers.

### New Package Briefs

**Frozen Food Overwraps:** Colonial Stores Inc., Atlanta, Ga., is using a new family of overwraps with freeform vignettes for its line of frozen food products. Overwraps are supplied by Western-Waxide Div., Crown Zellerbach Corp., San Leandro, Calif.

**Preserve Jars:** Delited Foods Div., American Syrup and Preserving Co., Nashville, Tenn., is packing its Delited Brand preserves in a new 24 oz. glass package that is spot labeled. Jars are by Anchor Hocking Glass Corp., Lancaster, O.; closures, White Cap Co., Chicago, Ill.; labels, Brandau-Craig-Dickerson, Nashville, Tenn.

**Amber Bottles:** Best Foods Div., Corn Products Co., New York City, is using 16 and 32 oz. amber bottles with blown diamond decorations and new wrap-around labels for its Best Foods salad oil. Bottles and closures by Owens-Illinois Glass Co., San Francisco, Calif.; wrap-around labels, Western Lithograph Co., Los Angeles, Calif.

**Tray Pack:** Michigan Mushroom Co., Niles, Mich., is using a new trap pack container for its Dawn Fresh mushroom soup. The container, developed and produced by Stone Container Corp., Detroit, Mich., is of pearl-white, linen finish with blue lettering, featuring Stik-Wik closures.

**Foil Overwraps:** Continental Seafoods, Inc., New York City, is now using foil laminated overwraps for its frozen Langostina seafood. This 7-color, heat sealable overwrap was designed and printed by Milprint, Inc., Milwaukee, Wis.

**Orange Drink in Glass:** An orange fruit drink packed by Aunt Nellie's Foods, Clyman, Wis., is being marketed in a 32 oz. glass container in Chicago and Bloomington, Ill., and Milwaukee, Wis. Sales are good, at a retail price of 29c. Glass is by Ball Brothers; labels by Calvert Lithograph Co.; closures by White Cap Co.

# NEW EQUIPMENT/SUPPLIES

## Can Line/Aluminum Top

DESCRIPTION: Mechanized process automatically manufactures drawn aluminum cans and a new easy-opening aluminum top.

FEATURES: The new top employs a tab which is pulled for easy removal.

The lid has a deep, counter-sunk shape so that it fits snugly for reclosure. It may be used on aluminum and composite cans. The can manufacturing equipment is composed of three units; it is completely automatic, with overhead conveyors transporting material through all stages. The process produces 200 to 240 cans per minute.

MFR.: Central States Can Corp., Massillon, Ohio; E. W. Bliss Co., 1375 Raff Rd., S. W., Canton, Ohio; and Kaiser Aluminum & Chemical Corp., 300 Lakeside Dr., Oakland, Calif.

## Corn Husker

DESCRIPTION: This automatic machine debutts corn, removing husks and loose silk. Trade name B-10 TUC Husker.

FEATURES: Capacity per feeder exceeds 2 tons per hour. Automatic debutting is accomplished with a minimum of waste and without angular cutting. Ruggedly built, the husker has fewer parts; adjustment and lubrication requirements are reduced. It's smaller and uses less power.

MFR.: The United Co., Westminster, Maryland.

## Plastic Pallet Bin

DESCRIPTION: 130 lb. pallet bin is 48" long 41½" wide and 41½" deep. It is available with floor clearances of 5, 7½ and 9½". Each bin has a 1½" drain hole.

FEATURES: Bin is made of one-piece fiberglass reinforced plastic and resists corrosion and deterioration. The bins have been approved for distribution to meat packers by the Meat Inspection Div. of U.S. Department of Agriculture.

MFR.: Goodyear Aircraft Corp., Akron 16, Ohio. Distributed by Tee-Pak, Inc., 3520 S. Morgan St., Chicago 9, Ill.

## Shipping Container

DESCRIPTION: This new corrugated


Put 'em on your production line—

THE All-New Scott VIBRO-LUX SEPARATING UNIT

FA-3500

Variable speed from 900 to 1000 vibrations per minute! Removes water, most splits and skins, and spreads commodity evenly over the screen (ideal for use ahead of inspection table). Hickory slats absorb vibration . . . no carry-through to floor! Feed height 22", discharge height 16½". Longer legs available.

REMEMBER — The Scott Viner Company will go out of its way to give you service your way!

THE SCOTT VINER HYDRAULIC ELEVATOR

Handles any commodity that can be elevated and conveyed in water. Accurate control of water level, feed hopper only 20½" off the floor, at the pre-mixing chamber for easy loading from low discharge units . . . Motor is high and dry and fully protected from steam and water. Choice of 3", 4", 5" and 6" pumps. Variable speed drive, stainless hopper and/or contact parts optional.

Write today for complete information and specifications on these two production-pacing units.

THE Scott Viner COMPANY 1224 KINNEAR ROAD, COLUMBUS 8, OHIO

shipping container is being used to distribute orange juice from Florida to Canada.

FEATURES: It holds 12 one-qt., wax-

ed paperboard containers. A special feature is its easy-opening device. The side flaps, which meet at the center, are closed first. The end flaps, sealed outside, do not meet. Scored, unglued end sections of these flaps are readily accessible. By raising and pulling them, the container is easily opened.

MFR.: Container Corp. of America, 38 S. Dearborn, Chicago, Ill.

## Pickling Cucumbers

DESCRIPTION: Three new cucumber varieties developed for vigorous productive plant and dark green foliage. The average maturity is 56 days. Varieties are Wisconsin SMR 18, Wisconsin SMR 15, and RX SMR 58. The Wisconsin varieties were developed by Dr. J. C. Walker, University of Wisconsin.

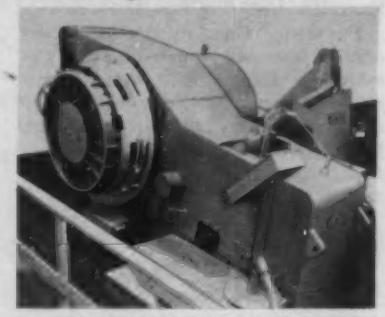
FEATURES: These varieties were developed for pickling and tend to have low seed count, and as a result show a freedom from bloaters.

MFR.: Northrup King & Co., Minneapolis 13, Minn.

## Can Extrusion Press

DESCRIPTION: A new moderately priced, horizontal extrusion machine for the manufacture of aluminum cans and containers.

FEATURES: It operates at more than 200 strokes per minute; extrudes the can in a single stroke from a 2.6" dia.



by .164" thick slug. The can is completely formed except for the rolling of the lip which is done in a separate machine.

MFR.: Allsteel Press Co., 9300 S. Kenwood Ave., Chicago 19, Ill.

## Case Opener/Former

DESCRIPTION: New machine automatically opens and forms cases. Trade name: Formnumatic.

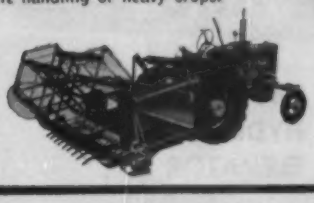
FEATURES: It selects a case from the magazine, advances the case, applies glue, opens and forms, folds in the bottom flaps and seals. It is pneumatically driven with few moving parts to insure low maintenance. An opened, bottom sealed case is delivered in approximately 9 ft. of machine length at high speeds.

MFR.: Schroeder Machines Corp., Box 1123, Syracuse, N. Y.

## Pickle Washer

DESCRIPTION: Washer for pickles which both washes and scrubs the

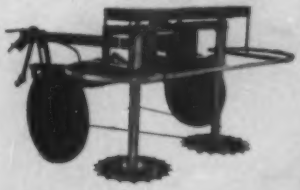

**TRACTOR-ROWERS:** Cut and windrow. Heavy duty design for fast, efficient handling of heavy crops.



**GREEN CROP LOADERS:** Fast, dependable loading even under severe crop and weather conditions.

PEAS?
PUMPKINS?
SPINACH?
LIMA BEANS?

**LIMA BEAN CUTTER:** Cuts two rows at once, placing in single windrow. Cuts below crown, reducing pod damage. Harvests cleaner, with minimum of roots, dirt.



**CUT-LODE HARVESTERS:** For once-over harvesting of spinach, greens, green peas — converts to lima bean loader.

HARVEST THEM BETTER WITH HUME

**PUMPKIN LOADER:** Loads pumpkins of varied sizes gently, cleanly. Also available: Hume pumpkin windrower.

H. D. HUME COMPANY
Mendota II, Illinois
BRANCHES: Hume Products Corporation
Mechanicsburg, Penna. Beaver Dam, Wisconsin

product, and can be adjusted to various speeds and capacities, up to 15,000 lbs. per hour.

FEATURES: Plastic brushes revolve upwards in pairs to clean the pickles and move them toward the discharge end. Water jets spray down on product.

MFR.: Leon C. Osborn Co., Inc., P.O. Box 1346, Harlingen, Tex.

## Circulars, Bulletins Catalogues, Brochures

**Blast Chilling:** Six-page brochure discusses the use of carbon dioxide liquid ($CO_2$) in a new process called "Blast Chilling" for attaining desired shipping temperature in trucks and railroad cars quickly and economically after loading—Pure Carbonic Co., 150 East 42nd St., New York 17, N. Y.

**Flavoring:** Catalog and price list describes and details flavoring, aromatic and essential oil products—Florasynth Laboratories, Inc., 900 Van Nest Ave., New York 62, N. Y.

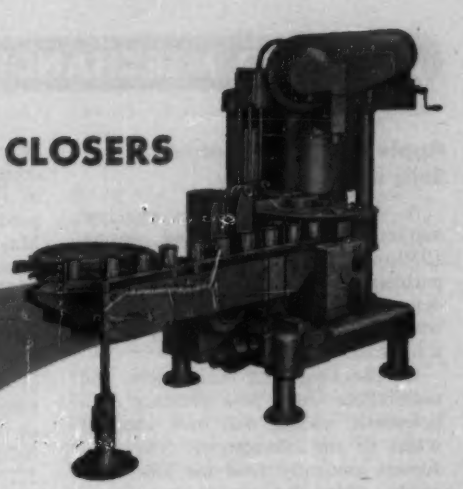
**Check-Weighing:** Bulletin 50 discusses check-weighing systems that can be applied to all types of dry or liquid, single-or multi-unit containers to provide a continuous check on the filling accuracy of packaging equipment—Weighing & Controls, Inc., Hatboro, Pa.

**Shaft Seals:** Brochure gives specifications, data and illustrations of a complete line of mechanical shaft seals for the rotating shafts of industrial equipment—Syntron Co., 1232 Lexington Ave., Homer City, Pa.

**Retail Advertising:** "Checking Retail Advertising on Products Sold Through Grocery Stores," 24-page book, covers a variety of programs; one section covers firms not offering a cooperative advertising plan—Advertising Checking Bureau, 18 S. Michigan Ave., Chicago 3, Ill.

**Set-Up and Closing Machines:** Folder describes and illustrates line of new set-up and closing machines that handle large cartons automatically—Thiele Packaging Machinery Co., 1000 Berry Ave., St. Paul 14, Minn.


ANGELUS CAN CLOSERS



KNOWN FOR THE COMPANY THEY KEEP...
KNOWN FOR THE SERVICE THEY PROVIDE

No better recommendation exists than the list of "blue chip" customers who use one or more models of Angelus Closing Machines for efficient and cost-cutting service.

The performance of Angelus Closing Machines is based not only on top-grade materials and quality of workmanship but on the right design to meet specific production problems. These leading canners know that Angelus, the only company in the world producing can closing machines exclusively, devotes all of its design efforts to create equipment for greatest production efficiency and easiest possible maintenance.

Let Angelus put its 50 years of experience to work in solving your can closing production problems. Write today for complete details. Specify products, can dimensions and your capacity requirements.

ANGELUS
Sanitary Can Machine Company
Cable Address "Angelmaco" Western Union Code
4900 Pacific Boulevard • Los Angeles 58, Calif.

## Apple Juice Concentrate Sells in Fort Wayne

A seven-fold apple juice was test marketed in Fort Wayne, Ind., during 1959 in cooperation with the U.S. Department of Agriculture's Market Development Research Div. The product was sold in retail stores, and received a favorable response.

In checking with consumers, the researchers found little evidence of a housewife adding only two cans of water to the concentrate. The consumers evidently read the label correctly, added the proper amounts to the 4½ oz. of concentrated juice to make a quart of juice.

## Survey Shows Increased Use of Mayonnaise/Salad Dressings

Results of a recent survey indicate that there is an increased use of pouring-type salad dressings. Almost nine out of ten homemakers have used French dressing during the past year; more than half used Italian dressing. Other dressings used include cheese, slaw, Russian and fruit.

Three-fourths of the homemakers interviewed use mayonnaise and salad dressing, but there is a sharp decrease in the number who only use these products as they come from the jar. Mayonnaise and salad dressing are often mixed with other ingredients.

The quart jar has grown in popularity. 60.5% are buying mayonnaise in this size and 64% for salad dressing. The survey also shows that 11.8% of the homemakers throw away all empty jars. Those who save all or some of the jars (88.2%) use them for the following purposes: refrigerator jar, 52.7%; canning fruits, vegetables, 47.9%; packing pickles or preserves, 46%; food storage jar, 37.9%.

Brand loyalty is a dominant purchasing factor. Homemakers listed 88 brands of mayonnaise and 118 brands of salad dressings.

To increase the sales of both dressings and canned fruits, a major promotion incorporating mayonnaise or salad dressing with canned fruits is suggested.

See this space next month for our regular every-other-month department.

**Association News**

APPROVAL OF FRESHLY BAKED CHERRY PIES is shown by this pert and pretty Miss. With smaller pack and higher prices, RSP packers are still trying for a big cherry pie market through the efforts of the Natl. Red Cherry Inst.

## How To Sell Taste with Sound

"It's so rich it plops." This promotional theme is being used for its Sac-

SRS
the mark of
better vegetables
for the
food processing
industry
SRS seed is the result of an effective combination . . . extensive research, specialized growing and close cooperation with the nation's leading food processors. It is your assurance of varieties particularly adapted for processing and packing. You will be way ahead at packing time by contacting your SRS field man before planting time.
SEED RESEARCH SPECIALISTS, INC.
P. O. Box 3091, Modesto, Calif.

See it at the Canners Show
BOOTH 37
*MFC-250
METERED FLOW CONTROL
* PAT. APPLIED FOR
AUTOMATIC MEASURING
measures and transfers fluid and semi-fluid ingredients to an accuracy within ½ of 1%.
This new product received wide spread enthusiastic reception at the Dairy Exposition. See it at the Canners' Show.
WAUKESHA
WAUKESHA FOUNDRY CO., DEPT. 83, WAUKESHA, WIS.

ramento brand tomato juice by Bercut-Richards Packing Co., Sacramento, Calif.

The firm's advertising has been totally in radio since 1956. And it revolves around the sound tomato juice makes when poured from the can. In deadly seriousness, the announcer describes the variation in Sacramento plops when it is poured into all types of drinking vessels from varying heights.

The firm uses two stations most of the year. One is selected primarily for its merchandising prowess, the other because of quantity and/or quality of audience it has.

As a result of its radio campaign, a New Jersey restaurant's menu reads: Sacramento Tomato Juice—two plops, 15c; four plops, 25c.

## Merchandising Memos

An educational film strip detailing the natural resources of Maine, the importance of the fishing industry, and the methods of **canning and catching sardines**, has been prepared by the Maine Sardine Council. The strips will initially be distributed to 1,000 secondary schools across the country. They will be used in social science classes.

An illustrated **menu planner** for institutional buyers has been prepared by the Seafare Corp. The booklet contains results of current research on portion control, accurate cost-per-portion analysis, seafood recipes, etc. Free copies are available by writing to Seafare Corp., Dept. D., 6505 Wilshire Blvd., Los Angeles, Calif.

The Department of Defense soon hopes to ship food to service bases in **flexible, heat-resistant film** which cuts packaging weight by 50%.

An increase in **advertising and sales promotion expenditures** by $800,000 in the months of June-July-August, 1960, compared with the same period of 1959, is reported by Minute Maid Corp., Orlando, Fla. The extra money was mainly for promotion of the firm's new method frozen orange concentrate.

Chock Full O'Nuts is using **outdoor transit advertising**, for the first time, as a saturation medium in six new markets where its premium coffee is being introduced.

A full color motion picture film divided into five segments has been produced by Ocean Spray Cranberries, Inc. The major 20-minute segment shows the growing, processing and **use of cranberries**. The other four—one each on fresh berries, jellied canned sauce, whole berry canned sauce, and bottled cocktail—are five minutes each.

The California Raisin Advisory Board and Pet Milk Co. are joining in a national holiday promotion of a **no-bake fruit cake recipe.** It is designed to move high markup ingredients such as raisins, marshmallows, and candied fruits.

Diamond walnuts and Nestle semi-sweet chocolate morsels have teamed up in a **"cookin' cousins"** advertising promotion to give homemakers quick-and-easy dessert and sweets ideas for the upcoming holidays.

A holiday campaign has been launched by P. J. Ritter Co., Bridgeton, N. J., for its relish. All advertising features a specially developed recipe for Ritter Holiday Poultry Dressing using packaged **stuffing mix, relish, and butter.**

**"The Marvelous Peanut,"** a film produced by the Alabama and Georgia Peanut Growers, has been approved by educators for class room use. It explains the history, geography, biology and the nutritional value of the peanut, how it is grown, marketed, etc.

F94-B Hy-Dump . . . 140 cu. ft. capacity. Dumping height, 8 ft.

F98-A Hy-Dump . . . 230 cu. ft. capacity. Dumping height, 10 ft.

Farmhand Hy-Dump units have been used successfully in harvesting sweet corn, hybrid seed corn, peas, beans, beets, asparagus and other crops. If you would like further information, please fill out and mail coupon.

# New Farmhand Hy-Dump saves labor...saves time!

**MANY LEADING PACKERS** have found they could make profitable cuts in labor, equipment and time in their harvesting operations by using the new Farmhand Hy-Dump system. Hy-Dump units are towed in the field behind corn picker, bean harvester, beet harvester, etc., loading right from harvester elevator. They may replace cumbersome pallets, dump boxes or elevators . . . keep trucks out of fields, make practical the use of off-the-field semi-trailers. The Hy-Dump cuts unloading time, unloads completely in 1 minute. Farmhand Hy-Dump Boxes are available in 230 cu. ft. and 140 cu. ft. models.

**Farmhand**
FIRST IN FARM MATERIALS-HANDLING

**FREE INFORMATION**

Write: THE FARMHAND COMPANY
CP-120, Hopkins, Minn.

Please send literature on Farmhand Hy-Dump Boxes.
I'm considering Hy-Dumps for harvesting_____.

Name_____

Address_____

Town_____ State_____

A Division of Daffin Corporation

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DEPEND ON ABC for COMPLETE corrugated container PACKAGING SERVICE

ABC customer service includes:

✓PACKAGE DEVELOPMENT ✓LABEL DESIGNING
✓OUTSTANDING ART WORK ✓DESIGN ENGINEERING
✓BRILLIANT COLOR PRINTING ✓PACKAGING RESEARCH

There's an ABC distributor and warehouse near you

GENERAL BOX DISTRIBUTORS
FRESNO-SAN JOSE-GUADALUPE
IMPERIAL VALLEY BOX COMPANY
EL CENTRO
ARIZONA BOX COMPANY
PHOENIX-YUMA
STOCKTON BOX COMPANY
STOCKTON-LODI-TURLOCK
HARBOR BOX & LUMBER COMPANY
LOS ANGELES-SAN DIEGO

SERVING THE WEST WITH CONTAINERS SINCE 1910

American Box Corporation
SAN FRANCISCO - LOS ANGELES - SACRAMENTO - NEWARK

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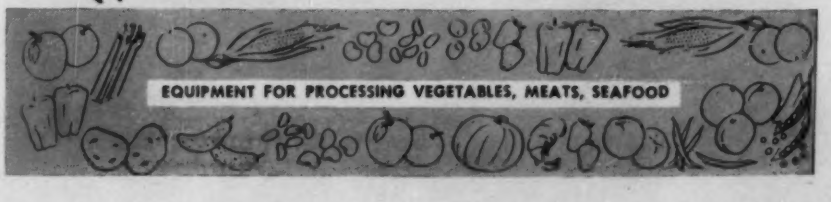

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## POSITION WANTED

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# COMING EVENTS CALENDAR

### December

1-2—**New York State Canners & Freezers Assn.**, 75th anniversary meeting, Statler-Hilton Hotel, Buffalo, N. Y.

5-6—**Tri-State Packers Assn.**, annual convention, Lord Baltimore Hotel, Baltimore, Md.

5-6—**Ontario Food Processors Assn.**, annual convention, Royal York Hotel, Toronto, Canada.

10-14—**National Food Brokers Assn.**, 57th annual convention, all loop hotels, Chicago, Ill.

### January

5-6—**Wisconsin Pesticide Conference**, Memorial Union, University of Wisconsin, Madison.

8-10—**National Preservers Assn.**, annual convention, Galt Ocean Mile Hotel, Ft. Lauderdale, Fla.

9-11—**Northwest Canners and Freezers Assn.**, annual convention, Multnomah Hotel, Portland, Ore.

12-13—**Canners League of California**, 38th annual fruit & vegetable sample cutting, Fairmont Hotel, San Francisco, Calif.

12-15—**Assn. of Institutional Distributors**, annual convention, Galt Ocean Mile Hotel, Fort Lauderdale, Fla.

22-25—**Canning Machinery & Supplies Assn.**, 1961 Canners Show, Conrad Hilton Hotel, Chicago, Ill.

23-26—**National Canners Assn.**, 54th annual convention, Conrad Hilton Hotel, Chicago, Ill.

23-27—**New Jersey Farmers Week**, Trenton Armory, Trenton, N. J.

29-Feb. 1—**Canadian Food Processors Assn.**, annual convention, Prince Edward Hotel, Windsor, Ont., Canada.

### February

6-8—**California Freezers Assn.**, 17th annual meeting, Monterey, Calif.

7-9—**Raw Products Conference**, Wisconsin Center Bldg., Univ. of Wisconsin, Madison.

13-17—**Food Processors Short Course**, Food Technology Bldg., Oregon State College, Corvallis, Ore.

22-24—**Material Handling Inst.**, 6th annual conference and Pacific Coast show, Cow Palace, San Francisco, Calif.

24—**Ozark Canners, Processors, Brokers & Supplymen Assn.**, annual meeting, Colonial Hotel, Springfield, Mo.

### March

3-4—**Virginia Canners Assn., Inc.**, 53rd annual meeting, Hotel Roanoke, Roanoke, Va.

5-7—**Canners League of California**, 57th annual meeting, Santa Barbara Biltmore, Santa Barbara, Calif.

5-8—**National Assn. of Frozen Food Packers**, 20th annual convention & exposition, annual convention, Statler Hilton Hotel, Dallas, Texas.

6-10—**Food Science Short Course**, Food Technology Bldg., Oregon State College, Corvallis, Ore.

20-31—**Industrial Packaging Short Course**, Purdue University, Lafayette, Ind.

## Merchandising Calendar

*Jan. 1-Feb. 28:* Louisiana Yam Supper Season (La. Sweet Potato Commission, P. O. Box 132, Opelousas, La.).

*Jan 26-Feb. 4:* Natl. Kraut and Frankfurter Week (Natl. Kraut Packers Assn., 202 S. Marion St., Oak Park, Ill.).

*Feb. 1-Mar. 31:* Good Breakfast Month (Amer. Bakers Assn., 20 N. Wacker Dr., Chicago 6, Ill.).

*Feb. 3-18:* Take Tea & See (Tea Council of the U.S.A., 16 E. 56th St., New York, N. Y.) POP

*Feb. 15-Apr. 2:* Pickles and Fish are Flavor Pals—Lenten Promotion (Natl. Pickle Packers Assn., 202 S. Marion St., Oak Park, Ill.).

*Feb. 15-Apr. 2:* Fish and Seafood Lenten Promotion (Fish'n Seafood Promotions, Div. of Natl. Fisheries Inst., 1614 20th St., N.W., Wash. 9, D. C.).

*Feb. 20-26:* Natl. Cherry Week (Natl. Red Cherry Inst., 747 Deerfield Rd., Deerfied, Ill.).

*Mar. 5-11:* Natl. Peanut Week (Natl. Peanut Council, Dupont Circle Bldg., Washington 6, D. C.).

*Mar. 19-25:* Natl. Rice Week (Rice Council for Market Development, 2171 Portsmouth, Houston 6, Texas).

*Apr. 1-30:* Cereal & Milk Spring Festival (Cereal Inst., Inc., 135 S. LaSalle St., Chicago 3, Ill.).

*Apr. 1-Nov. 30:* Strawberry Point-of-Sale Promotion (Calif. Strawberry Advisory Bd., P. O. Box 57, Santa Clara, Calif.).

*Apr. 2-3:* Honey for Breakfast (Amer. Honey Inst., 114 N. Carroll St., Madison 3, Wis.).

*Apr. 29-May 6:* Natl. Baby Week (Gerber Products Co., 445 State St., (Tremont, Mich.).

*May 13-20:* Natl. Frozen Food Week (Natl. Frozen Food Distributors Assn., 60 E. 42nd St., New York 17, N. Y.).

*May 18-May 27:* Natl. Pickle Week (Natl. Pickle Packers Assn., 202 S. Marion St., Oak Park, Ill.).

*June 1-Aug. 31:* Kraut Salad Season (Natl. Kraut Packers Assn., 202 S. Marion St., Oak Park, Ill.).

*June 15-24:* Natl. Mayonnaise & Salad Dressing Week (Mayonnaise & Salad Dressing Mfrs. Assn., 333 N. Michigan Ave., Chicago 1, Ill.).

*July 1-31:* It's National Ice Tea Time (Tea Council of the U.S.A., 16 E. 56th St., New York, N.Y.).

*July 1-31:* Natl. Picnic Month (American Bakers Assn., 20 N. Wacker Dr., Chicago 6, Ill.).

*July 1-Aug. 31:* PIC-L-NIC Time (Natl. Pickle Packers Assn., 202 S. Marion St., Oak Park, Ill.).

*Aug. 1-31:* Natl. Sandwich Month (Wheat Flour Inst., 309 W. Jackson Blvd., Chicago 6, Ill.).

*Aug. 17-26:* Spanish Green Olive Week (Spanish Green Olive Commission, 55 E. Washington, Chicago 2, Ill.).

## I.F.T. Sections Calendar of Meeting Dates

### Western

*No. Calif.:* Dec. 1, at Claremont Hotel, Berkley, all day meeting beginning at 9:00 a.m., concluding with banquet at 7:00 p.m.

*So. Calif.:* Dec. 7, 6:30 p.m., at Rodger Young Auditorium, Los Angeles, Mrs. Helen Nelson, Consumer's Counsel, Sacramento, will discuss foods from the consumers' viewpoint. Display of new food products. Special ladies' night.

### Midwest

*Chicago:* Dec. 13, 6:30 p.m., at Midland Hotel, annual ladies' nite with a Hawaiian theme.

*Great Lakes:* Jan 20, at Kalamazoo, Mich., tour of UpJohn production laboratory at 9:15; technical program in the afternoon.

*Indiana:* No December meeting.

*Minnesota:* No December meeting.

*Wisconsin:* Section will not meet until March.

### Eastern

*Maryland:* Dec. 9, 7:00 p.m., at Hotel Stafford, Baltimore, ladies' nite. Speaker will be outgoing chairman Leonard Gieseker of National Can Corp.

*New York:* No December meeting.

*Northeast:* Dec. 13, 5:30 p.m., at 1200 Beacon St. Hotel, Boston, Mass., Professor J. G. Hays, Michigan State University, on "Architectura Bovidae Taurine Typicus Prima Genus et Longefrans."

### Southern

*Florida:* No December meeting.

# Frozen Food Men Seek Own Answers to Industry Problems

In three different U.S. cities in October, I heard the problems of the frozen food industry in connection with temperatures and microorganisms discussed at national meetings.

The fact that dietitians, sanitarians and frozen food distributors all found this matter vital testifies to wide interest, and also to considerable misunderstanding on the subject.

### All-Industry Committee at Work

At the convention of National Frozen Food Assn. in New York City, as might be expected, the situation was properly presented. As pointed out by Dr. H. C. Diehl of Trans-American Refrigerated Services (and national chairman of an all-industry committee seeking to improve frozen food practices, and to protect the business from unfair attack), there is room for better methods by packers, wholesalers, retailers, etc.

But so is there room for improvement in the practices of other branches of the processed food business—and among those who serve food products—and in every business in the nation. The point to be remembered, as "Dutch" Diehl and others emphasized, is that the frozen food industry has an organized campaign on to overcome its problems and improve its techniques. This drive is nation-wide, and reaches through all strata of the industry.

### Sanitation Procedures Improved

At the convention of Institute of Sanitation Management in Detroit, Mich., emphasis was understandably on the techniques of sanitation. A scholarly report by V. S. "Bo" Troy of Continental Can Co. spoke first of the activities of U.S. Food & Drug Officials of the U.S. (better known as AFDOUS) in seeking a code which would set limits to how high temperature of frozen products may climb, and what the allowable maximum bacteria count per gram should be.

Mr. Troy then went on to describe how the industry is meeting the bacteriological challenge by using quality ingredients and fast handling methods, by indoctrinating all employees in the need for observance of personal hygiene rules, by adequately sanitizing equipment and processing lines, and by having plant sanitarians with authority and training.

As did Dr. Diehl, Mr. Troy pointed out that sanitation is a problem with all types of foods, and devoted part of his talk to the science in general, as well as part to material on canned foods.

### F & D Lowers the Boom

Unhappily, we did not receive this sort of treatment at the convention of American Dietetic Assn. in Cleveland. The difficulty was not with the dietitians—a more dedicated group of professional people would be hard to find. The misleading words came from a representative of USHEW's Food & Drug Administration, L. R. Shelton Jr.

Here are some of the claims Mr. Shelton made, and which I think are false:

- Originally F&D was concerned only with public health, but now it also regulates the aesthetic aspects of food. This suggests still another effort to substitute government standards of quality for those of the packer, and as far as I am concerned Mr. Shelton does not have a mandate to do this at all.
- F&D began a study of the bacterioligical aspects of cooked frozen foods in 1958, and is still carrying on that study. This implies that this project is solely one of the government agency. In response to a question from the floor, as I remember, Mr. Shelton did admit that AFDOUS and "an industry technical committee" were participating, but he seemed to believe that the real work was being done entirely by F&D.

### Sanitation Practices Criticized

Mr. Shelton left his audience with the impression, as one ADA member put it to me, that "frozen foods are unfit to eat." For example, he said that F&D studies reveal that

- In less than 5% of the plants studied was there good hand-sanitizing practice. Supervision was poor, and adequate facilities often lacking.
- Cloths and rags were used in a multitude of services.
- Cleanup practice was generally satisfactory at the end of the run, but rarely had inspectors found that there was a regular clean-up program at coffee-breaks, shift-changes or other regular intervals during the day.
- Food mixtures with low plate counts to start were being left to sit around until bacteria populations were five or ten million per gram.

Again questioned from the floor, Mr. Shelton admitted that many big plants have excellent sanitation facilities and practices, and that other smaller firms are improving. But he again stressed the criticism of the industry as a whole he had made earlier.

### Unwarranted Comments

No reputable citizen condones dirty plants. No one denies the necessity for some sort of agency to see that such establishments are cleaned up or put out of business.

But government officials must learn not to punish the innocent with the guilty. The frozen food industry is full of fine firms producing excellent products under the best of sanitary conditions.

And government men must guard against suggesting that only when some federal agency cracks the whip does industry seek to improve itself. America has grown strong because of its individual enterprise, not its government bureaucracy.

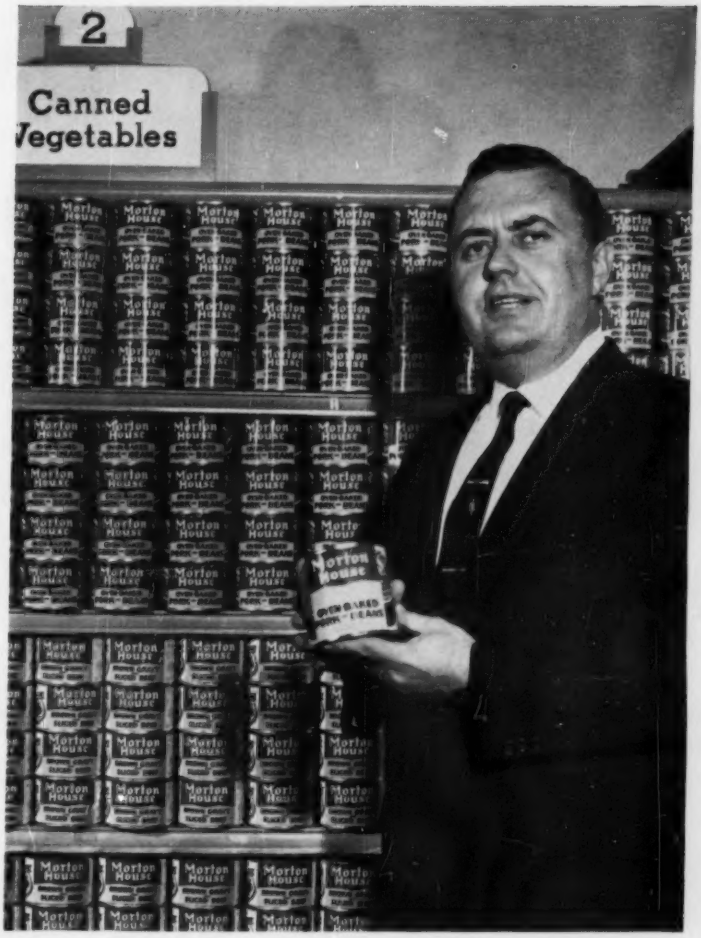
*El Stark*
Editor

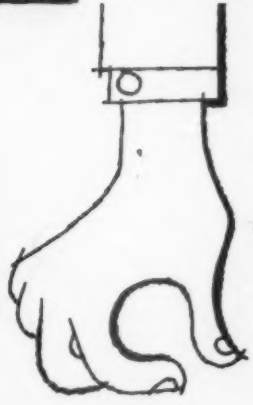
# "Cromwell Ferro-Pak* Treated Can Bags Inhibit Rust BEFORE IT STARTS"

"We have used Cromwell's Ferro-Pak treated can bags for over a year," says J. D. Mullen, Vice President in charge of Operations of the Otoe Food Products Company, "and sincerely believe that it helps to keep our Morton House Brand cans rust-free and shiny.

"Cans in our plant are protected in Ferro-Pak treated bags, so that rust doesn't get a chance to start. The cans arrive at the stores completely rust-free, without the almost invisible rust specks which would continue to grow and mar the can's attractiveness."

*Ferro-Pak inhibitor is a volatile gas. Emanating from Cromwell bags, it prevents corrosion—inhibits rust before it starts.



Cromwell Ferro-Pak treated can bags can reduce your rust problems.

## Fill in coupon

and return it to the Cromwell Paper Company for full information.

**if** you are a manufacturer or user of cans, Cromwell's Complete Packaging Service can help you protect your products, too.

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